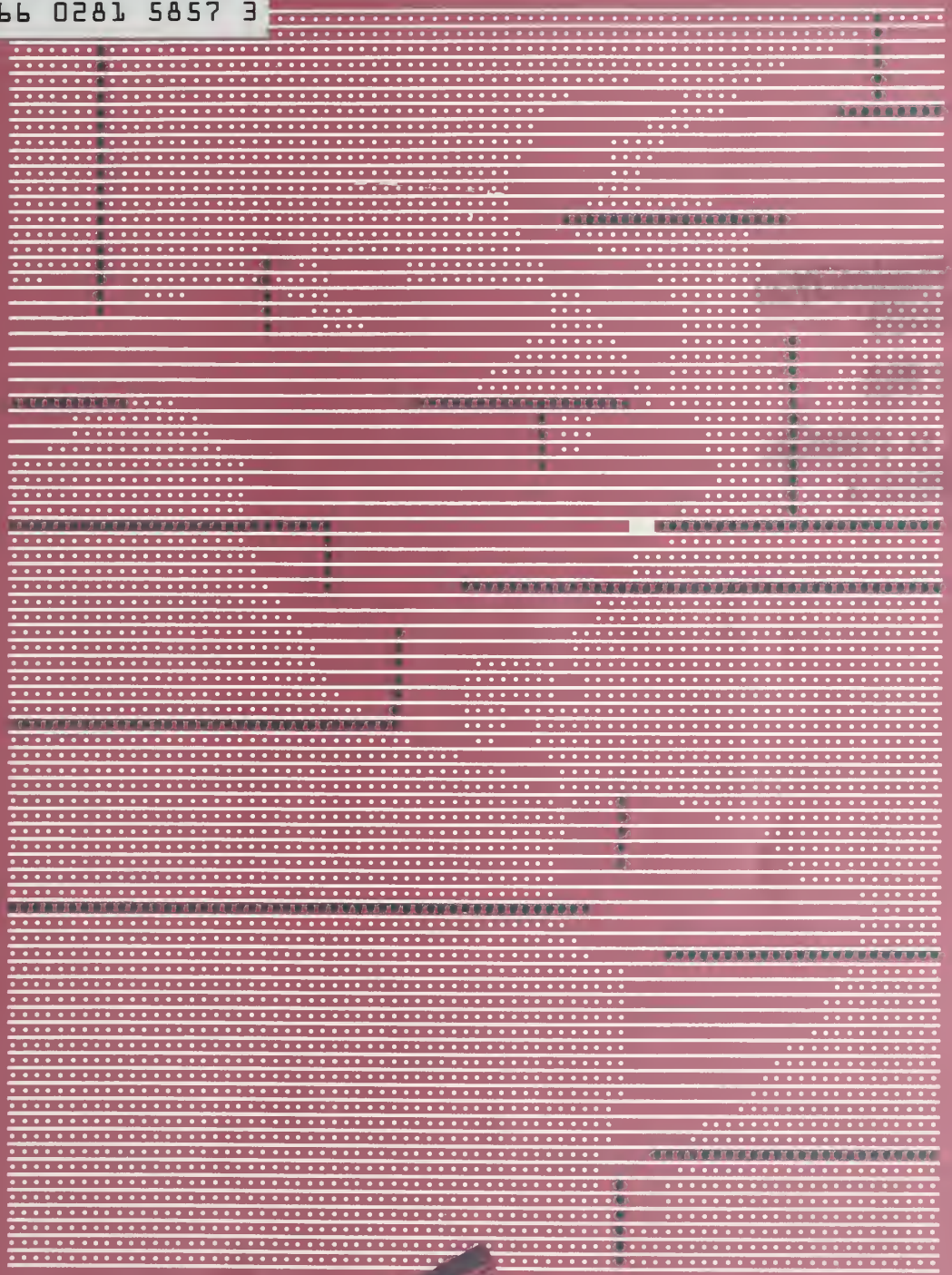
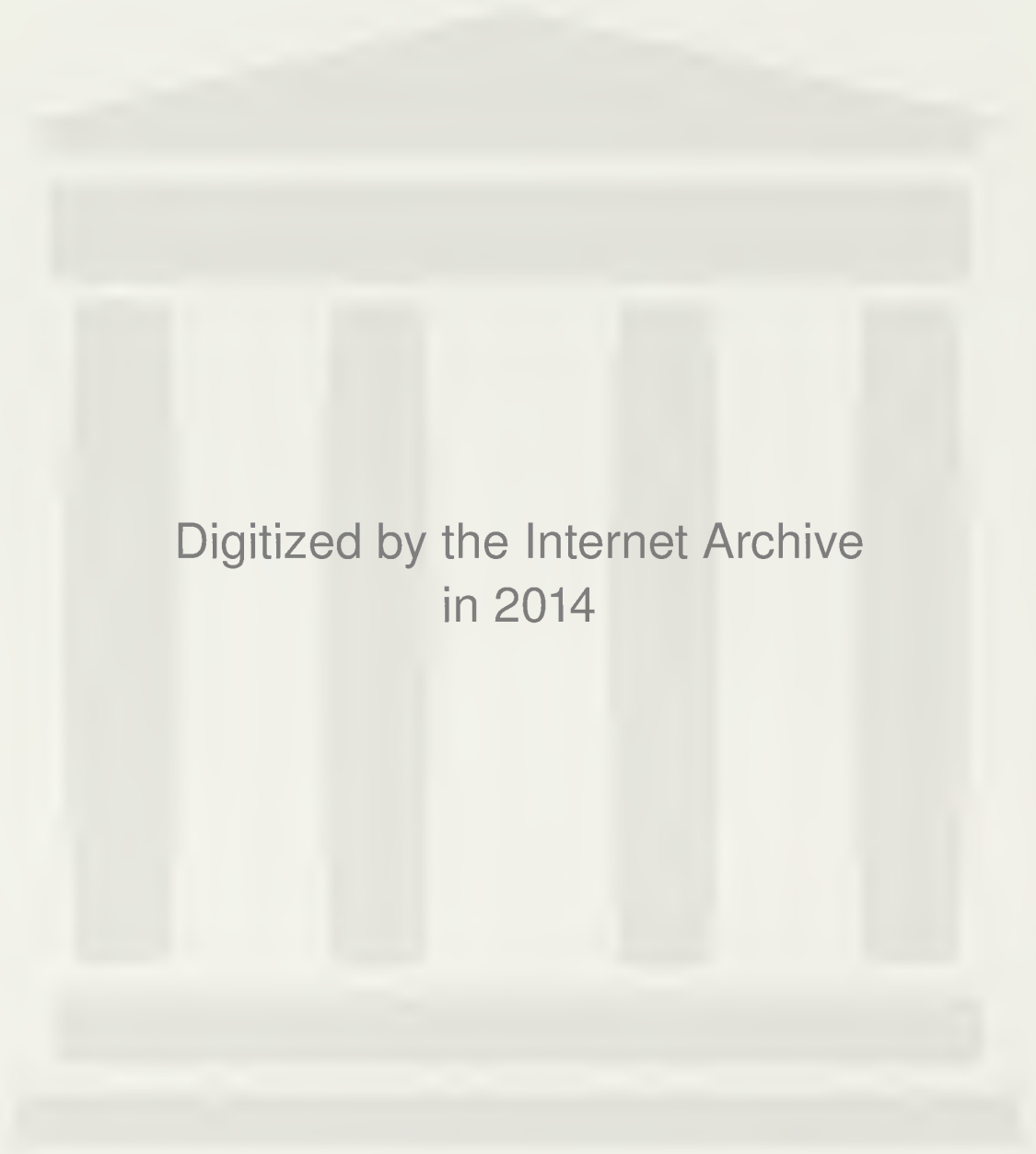
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Massachusetts International Export Services Guide

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Massachusetts International Export Services Guide

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INTRODUCTION

The purpose of the Massachusetts Export Services Guide is to provide readers with up-to-date information on international trade resources available in Massachusetts. The Guide is designed to provide in one source a listing of the resources, public and private, in Massachusetts that can provide assistance to companies in their exporting efforts. While a publication such as this can provide some of the tools necessary to exporting, there are many other issues to be considered when a firm looks towards international markets. For additional information on any of the resources listed in the Guide or more detailed information on international marketing, please contact:

MASSACHUSETTS INTERNATIONAL TRADE COUNCIL, INC. (MITC)
100 Cambridge Street, Suite 902
Boston, MA 02202
Phone: (617) 367-1830
Fax: (617) 227-3488

The Massachusetts International Trade Council, Inc. is a publicly funded, non-profit corporation created by Executive Order of the Governor. The Council works with companies in Massachusetts to provide assistance in doing business internationally. In addition to producing the Massachusetts Export Services Guide, MITC organizes participation for Massachusetts companies in selected overseas trade shows and trade missions, and works with individual companies to identify and qualify potential distributors in targeted foreign markets.

EXPORTING: THE FIRST STEPS

Today, only three Massachusetts companies account for 50% of all exports in the state, while 67% of small manufacturing companies polled in a recent study received no revenues from exporting. Yet, Massachusetts has an abundance of innovative and unique products in demand worldwide.

Smaller companies that continue to export profitably and successfully have worked hard to develop their overseas business. These companies developed a strategy tailored to the strengths of their product and in-house resources. In addition, these firms do not think of exporting as just incremental sales but rather as a key component of their long term success and growth. The one ingredient common to all successful exporters, large and small, is the commitment from management to become a successful international company.

To increase a company's access to world markets and the probability of success, it is important to spend some time analyzing the company's resources and asking the difficult questions about expectations and strategy before travelling to a trade show or signing an agreement with an agent or distributor.

Although marketing internationally is not terribly different than domestic sales, language, culture, business practices, and currency fluctuations can pose added complications for many companies. Solutions to these challenges are readily available and resources do exist to help a company overcome the issues that appear the most difficult to new exporters.

We hope that the 1989 Massachusetts International Export Services Guide will help identify the people and companies who can answer many of the export questions confronting smaller firms. In addition, there are a number of excellent resources that provide step-by-step guidance on beginning to export (see suggested readings for a representative listing). We will not duplicate these efforts but instead have listed some of the key steps to consider in developing an export strategy.

Step One

It is best to begin the exporting process by closely examining the company and its resources. The following questions, among others, should be asked:

What are the long and short term exporting objectives?

Who in the company is going to take direct responsibility for developing and implementing an international marketing strategy?

Does this person currently have adequate time to devote to this project, and will he or she have the time in the future?

How committed is senior management?

Is the export effort viewed by everyone in the company as an integral part of the total marketing strategy?

Does excess capacity exist within the company to quickly deal with international orders, or will it have to be brought on line? If it must be developed, how long will it take and how much will it cost?

If these questions have been satisfactorily answered, then the international market potential for the company's product and/or service should be analyzed. If the questions cannot be answered, then the company's commitment to exporting and the existing resources to support it must be further analyzed. If the resources and commitment do not currently exist then it may be prudent to wait until the company is better positioned to enter the international marketplace. Developing and implementing an international marketing strategy, like developing a domestic one, can be expensive in terms of dollars and time. To begin the process without the commitment to follow it through can be a very costly proposition with frustration the only result.

Step Two

After the commitment to develop an international marketing strategy has been made, the second step is to carefully investigate the international environment. The international marketplace offers many opportunities, but these opportunities must be approached in a logical and systematic way. One should identify those markets that for a variety of

reasons (political, economical, business, familiarity, etc.) present the best potential for success. One approach is to develop categories of best, middle and worst potential and to group countries according to each category. Those countries with the best perceived potential should be investigated further to develop the top three or four target countries.

Step Three

Once the initial market identification has been completed with those countries with the greatest potential selected, the next step is to investigate each market in greater detail. Although some information may have been obtained in the initial analysis, the following issues among others should be researched for each target market:

What is the estimated market potential for my product/service in this market?

What are the barriers to entry, both tariff and non-tariff?

Who are my key competitors in the market and what is their total market share?

What import regulations are in effect?

What are the channels of distribution?

How receptive is the marketplace to foreign suppliers?

Unfortunately, obtaining the answers necessary to make an informed decision regarding market and sales forecasts can often be quite difficult. The U.S. Department of Commerce International Trade Administration (ITA) can be a good place to start because the ITA can often provide information on most world markets in addition to more detailed reports on market conditions and potential for specific products in target countries. Other sources include trade and business journals with an international focus, business colleagues and contacts with international experience, as well as firms that specialize in international marketing studies.

Step Four

After completing the task of researching the markets with the greatest potential, a strategy should be developed for each of the targeted markets. As with the domestic market, this involves determining specific strategies for product, price, promotion and

distribution. Unlike the domestic market, it will be necessary to determine if product modifications and translations are necessary and to factor in tariff and other transportation costs. In addition, any decision about signing an agreement with a foreign distributor should be carefully thought out and reviewed by experienced legal counsel. Contractual obligations in many countries can be very difficult and costly to abrogate if not structured properly. Other points to consider with potential distribution partners are copyright and intellectual property protection. Finally, it is important to check with the U.S. Department of Commerce about obtaining an export license for your products, if necessary, and to know ahead of time any restrictions that may exist for shipping the product internationally.

STATE AND FEDERAL GOVERNMENT AGENCIES

MASSACHUSETTS INTERNATIONAL TRADE COUNCIL, INC. (MITC)

The state's Office of International Trade and Investment, operated out of the Massachusetts International Trade Council, Inc., was established in 1984 to address the exporting needs of Massachusetts firms. OITI has the lead role in promoting and delivering trade services to the Commonwealth's business community. In this capacity, this office manages the delivery of trade services under the Governor's Export 90's program. The primary goal of this program is to increase the overall number of exporters, especially in the small and medium-sized business community.

In addition to one-on-one corporate export counseling for small and mid-sized firms, OITI leads overseas trade missions and attends international trade shows accompanied by Massachusetts companies. They actively develop international contacts and trade leads. This affords them access to foreign business leaders as well as government officials. OITI is also responsible for the international promotion of Massachusetts' service industries and works closely with state industry groups to address their members' evolving needs in the international marketplace. OITI has available an export database which provides contacts in overseas markets to assist Massachusetts companies.

OITI also monitors and helps to facilitate a wide variety of foreign investment in the Commonwealth depending on the needs of the state's business community.

For more information on services and publications available through the Commonwealth, please contact:

Massachusetts International Trade Council, Inc.
100 Cambridge Street, Suite 902
Boston, MA 02202
Tel: (617) 367-1830
Fax: (617) 227-3488
Tlx: 5101012536
Gwen Pritchard, Executive Director

MASSACHUSETTS INDUSTRIAL FINANCE AGENCY (MIFA)

MIFA is the designated agent in Massachusetts for Eximbank's working capital guarantee loan program which assists companies who are unable to finance export goods or services. The program encourages banks and other lenders to make working capital loans by guaranteeing that Eximbank will repay the loan in the event of default by the exporter. Loan funds may be used to purchase materials, products, services and labor for production of goods or services for current or future export sales. Loan funds may also be used for foreign business development such as marketing activities, trade fair participation or other promotional activities.

Contact:

Massachusetts Industrial Finance Agency
400 Atlantic Avenue, 2nd Floor
Boston, MA 02110
Tel: (617) 451-2477
Fax: (617) 451-3429
Joe Blair, Executive Director

MASSACHUSETTS DEPARTMENT OF AGRICULTURE

The Massachusetts Department of Agriculture is the designated agency working with the U.S. Department of Agriculture in their export assistance program. The U.S. Department of Agriculture, in conjunction with the Eastern U.S. Agricultural and Food Export Council (EUSAFEC), can provide the experience, knowledge and contacts necessary to build a successful export business.

Targeted Export Assistance (TEA)

The Food Security Act of 1985 mandates the priority for the utilization of Targeted Export Assistance (TEA) resources. This priority is tied to commodities and products which have been awarded favorable decisions under Section 301 of the Trade Act of 1974 or that have been affected by retaliatory actions relative to favorable 301 decisions. For those products such as pasta, poultry, wheat flour, raisins, walnuts, citrus and canned fruits, funding could be made available for promotional programs.

Contact:

Massachusetts Department of Agriculture
100 Cambridge Street, 21st Floor
Boston, MA 02202
Tel: (617) 727-3002
Mary Beth Guilfoyle

MASSACHUSETTS PORT AUTHORITY (MASSPORT)

As a part of the Massachusetts Port Authority's overall mandate to promote air and sea cargo shipments through Logan International Airport and the Port of Boston, Massport's Trade Development Unit provides export assistance to businesses throughout New England. They will work with exporters to develop an overseas marketing plan and provide technical assistance throughout the export process. Together with the Massachusetts Office of International Trade, Massport organizes the participation of Massachusetts companies overseas trade shows. Additionally, Massport is underwriting an overseas Trade Show and Mission Matching Grant Program available to eligible companies in Massachusetts. Other activities include trade missions, market research, and international trade seminars.

Massport has several export publications, including a catalog of New England products available for export, country-specific guides, and manuals on specific technical aspects of exporting.

Contact: Massport Trade Development Unit
World Trade Center Boston, Suite 321
Boston, MA 02210
Tel: (617) 439-5560
Fax: (617) 439-5559
Andrew Bendheim, Director

INTERNATIONAL COORDINATING COUNCIL (ICC)

The ICC is a public/private partnership coordinating international economic development and promotional activities for Massachusetts business and government. The ICC also acts as the secretariat for the Governor's International Trade Advisory Board. A broad-based group of business, labor, public sector, and academic leaders, the Board meets periodically to review the state's international trade efforts resulting from the Export 90's initiative and provide guidance on other international trade priorities.

Contact: International Coordinating Council
One Tara Terrace
Buzzards Bay, MA 02532
Tel: (508) 759-9194
Vera Steiner Blore, Executive Director

U.S. DEPARTMENT OF COMMERCE - INTERNATIONAL TRADE ADMINISTRATION

The U.S. Department of Commerce, through its International Trade Administration, is the lead federal agency in promoting exports. The Commerce Department provides a wealth of information on exporting and should be one of the first stops in the export search.

The key to effectively using the Commerce Department materials is to know what to look for and not to be overwhelmed by the amount of information available. The following classification is intended to provide some guidance.

Foreign Trade Statistics

Foreign Trade Report FT 410 - U.S. Exports Commodity by Country
Provides a statistical record by dollar value and quantity of all merchandise shipped from the United States to foreign countries, over 4,500 U.S. products to 160 countries are covered. A three to five year review of the FT 410 Reports provide a good indication of the largest and most consistent markets for a specific product.

International Market Research Surveys
Provides an in-depth analysis of the export potential for a specific product category by country. Market Research Surveys provide detailed information on market prospects and are typically prepared by in-country private contractors. Ranging up to 400 pages in length, each report provides information on end users and their purchasing plans, marketing practices, and trade restrictions, along with key potential buyers, government purchasing departments, and other potential purchasers.

Commerce Information Management System (CIMS)
CIMS is a database which includes market research information as well as a listing of foreign firms. The Department of Commerce maintains over 7,000 extracts of market research reports. Each extract covers a specific topic about one industry in one country. Topics include market demand, trade barriers, profiles of end-users, listing of trade promotion events, competitive factors, etc. The industries include: Telecommunications, Medical, Computers, Software, Computer Services, Electronic Components, Electronic Component Production and Test Equipment, Industrial Process Controls, Food Processing and Packaging Equipment, Analytical and Scientific Instruments, Pollution Control Equipment.

U. S. Department of Commerce
Foreign Trade Statistics (continued)

Comparison Shopping Service
A customized service which accumulates information necessary to assess a specific market climate in order to develop an export plan for a specific product. Information is available for 52 countries

Trade Lists and Export Opportunity Announcements

TOP Bulletin
Weekly publication of all trade leads received during the prior week. The leads are developed by U.S. commercial officers at more than 200 American embassies and consulates worldwide. Included in the Bulletin are direct sales opportunities, overseas representation opportunities, and foreign government tenders. These are available in the daily newspaper Journal of Commerce and in the Commerce Department's reference library

Advertising Service Through "Commercial News USA"
The "Commercial News USA" is published monthly by the Commerce Department and distributed worldwide. The editions alternate monthly between two advertising services: New Product Information Service (NPIS) issues are devoted to advertisements about new U.S. products; and the International Market Search concentrates on a specific product range or industry.

Foreign Traders Index
Published lists of all foreign companies in a given industry by country. The FTI encompasses over 145,000 firms worldwide in nearly all industry categories. The information provided on each firm includes name, address, key contact, telephone, cable, kind of business, and age of information. This is useful to identify a wide range of buyers, agents, distributors, manufacturers, and other potential business contacts abroad in a particular country or industry of interest.

Customized Export Mailing Lists (EML)
Custom tailored lists of foreign companies in the particular industries, countries, or types of business requested by a client. Export Mailing Lists are drawn from the Foreign Traders Index and contain the same "profile" information on each firm as Trade Lists. Since they are more selective, however, they enable the client to specify only his/her most relevant potential contacts. EMLs are also available as gummed mailing labels to permit convenient, direct mailings to each list firm.

U. S. Department of Commerce
Trade Lists and Export Opportunity Announcements (continued)

World Traders Data Report

Provides background reports on individual foreign firms, containing information about each firm's business activities, its standing in the local business community, its credit-worthiness, and its overall reliability as a trade contact for U.S. exporters. Reports are prepared by U.S. commercial officers abroad and are designed to help U.S. firms locate and evaluate potential foreign customers before making a business commitment. Reports include the following information: name, address, key contact, number of employees, year established, sales territory, products handled, and general reputation in trade and financial circles.

Agent Distributor Service

Provides a customized "search" for interested and qualified foreign representatives on behalf of a U.S. client. U.S. commercial officers abroad conduct the search and prepare a report identifying up to six foreign prospects that have personally examined the U.S. firm's product literature and have expressed interest in representing the firm.

Export Trade Company Facilitation Service

A computerized matching service to help companies find export trading companies and other export support organizations able to meet their specific needs. Participants register in a central data base for matching by product interest. The names and addresses of the matched firms are provided to both the potential customers and service organizations for follow-up. For further information, please contact the ETC Office in Washington, D.C. at (202) 377-5131.

Overseas Trade Events

The U.S. Department of Commerce, on a yearly basis, participates in and sponsors a number of overseas trade events, including trade fairs, trade missions, and catalog exhibitions. For more detailed information on any of these trade activities, a calendar of overseas trade events can be requested from the Commerce Department.

Advisory Services

Export Consulting

The U.S. Department of Commerce's District Office in Boston has a number of field officers who provide export assistance and consulting to businesses throughout Massachusetts and New England. Officers are assigned on a regional basis and spend a good deal of their time on the road meeting with companies.

U. S. Department of Commerce
Advisory Services (continued)

Export Seminars

The Boston District Office, alone and in conjunction with other organizations, sponsors numerous export seminars throughout the year. Contact the office for upcoming events or to be added to their mail list.

Other Sources of Information

Overseas Business Reports and Foreign Economic Trends reports (published for each country, contain general business/cultural information); US embassy-generated Country Marketing Plans and Sector Analyses contain marketing information for specific products.

Contact:

U.S. Department of Commerce
International Trade Administration
World Trade Center, Suite 307
Boston, MA 02210
Tel: (617) 565-8576
Fax: (617) 565-8530
Frank O'Connor, Director

Seafood Export Opportunities

The Commerce Department's National Marine Fisheries Service helps U.S. companies locate foreign market opportunities as part of its services to increase the sale of U.S. seafood abroad. The Office of Industry Services provides computerized listings of U.S. seafood products and producers for export use and multilingual promotional information for several species of U.S. food fish. The Office also identifies foreign market opportunities, analyzes tariffs and other trade barriers, sponsors sales missions, and helps U.S. participants in trade shows in foreign countries.

Contact:

U.S. Department of Commerce
National Marine Fisheries Service, Office of Industry Services
3300 Whitehaven Street, N.W.
Washington, D.C. 20235
Tel: (202) 634-7451
Bruce Morehead, Industry Development Division

INTERNATIONAL DEVELOPMENT COOPERATION AGENCY

U.S. Trade and Development Program (TDP)

The U.S. Trade and Development Program (TDP) funds project planning to help U.S. companies compete for, and participate in, major public-sector projects in developing countries. TDP also provides reimbursable grants to U.S. companies considering an equity investment in a project. These grants enable a company to analyze the technical, economic, and financial aspects of a proposed investment project and to develop data for planning.

TDP will provide a grant to a host country to finance planning services for a public-sector project on the condition that a U.S. firm is selected to perform the study. For investor projects, TDP will provide up to 50% of the cost of the feasibility study, which must be reimbursed if the investment proceeds. TDP's participation usually ranges up to $500,000 for public-sector projects, and from $50,000 to $150,000 for investor projects.

To be eligible, the project must meet the following criteria:

- The project must have the potential to generate substantial U.S. exports, usually equal to 75 to 100 times the value of the U.S. government's expenditure;
- The project must have high priority for the host country;
- The project must be consistent with U.S. foreign policy goals;
- U.S. government aid must be critical to the project going forward; and
- The investor, if there is one, must be able to finance at least 40% of the project cost.

Contact:

International Development Cooperation Agency
U.S. Trade and Development Program
Washington, D.C. 20523
(703) 235-3663

U.S. SMALL BUSINESS ADMINISTRATION (SBA)

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting. A description of SBA programs is as follows:

Export Financing

Small Business Export Loan Guarantee

Guarantees up to $500,000 of commercial loans for the establishment or expansion of export operations. In order to qualify, a firm must meet the SBA definition of "small business" which is defined as a concern (including affiliates) that is independently loaned and operated and not dominant within its market. In addition, it must meet SBA size standards of 500 employees or less for manufacturers, and $3.5 - 12.5 million in sales for retailers, and $3.5 - 14.5 million for service companies.

If the loan is $100,000 or less, the guarantee is not less than 90%. If the loan is more than $100,000, the guarantee may not be less than 70%, unless such a guarantee would be necessary to insure that the guarantee portion of the loan would not exceed $500,000. The maximum guarantee percentage for loans or portions of loans that re-finance prior indebtedness may not exceed 80%. Interest rates are negotiated between the borrower and lender, with the maximum set by the SBA.

Export Revolving Line of Credit

Provides eligible small businesses with a loan guarantee up to 90% of a bank revolving line of credit for up to an eighteen month period. Request for SBA financing must come from the applicant's bank. Funds may not be used to purchase fixed assets, but may be applied to finance labor and materials costs for manufacturing, and to develop export markets. Eligible export development expenses include professional export marketing advice or services, foreign business travel, and participation in trade shows. Eligible companies: applicants must qualify under the SBA size standard. A firm must also have been in business at least twelve months prior to the funding request.

U.S. SMALL BUSINESS ADMINISTRATION (Continued)

Contact:

U.S. Small Business Administration (Regional Office)
60 Batterymarch Street, 10th Floor
Boston, MA 02110
Tel: (617) 451-2032
Fax: (617) 565-8695

U.S. Small Business Administration (District Office)
Federal Building & Courthouse, Room 212
1550 Main Street
Springfield, MA 01103
Tel: (413) 785-9268

EXPORT-IMPORT BANK OF THE UNITED STATES (EXIMBANK)

Eximbank offers a number of loan guarantees and insurance programs to supplement and encourage the private sector financing of U.S. export sales. A brief summary of the bank's programs follows.

Working Capital Guarantee Program

The Working Capital Guarantee Program is being conducted in conjunction with the Massachusetts Industrial Finance Agency. See the description under "MIFA".

Small Manufacturer's Discount Loans

The small manufacturer's discount loan program enables U.S. commercial banks to extend fixed-rate, medium-term export loans by providing standby assurance that the bank can borrow from Eximbank against the outstanding value of medium-term foreign debt obligation. Small manufacturers for the discount program are defined as having total gross sales of $25 million or less in the previous fiscal year.

Eximbank's loan commitments cover up to 85% of the contract price of an export sale financed by the U.S. bank on terms ranging from 366 days to five years. Maximum contract value is $2.5 million per transaction. Aggregate discount commitments per buyer are limited to $10 million per year per buyer.

EXPORT-IMPORT BANK OF THE UNITED STATES (Continued)

Medium-Term Credit Program

The Medium-Term Credit Program provides fixed interest rate support for those medium-term export sales that are facing subsidized, officially supported export credit competition from abroad.

Eximbank will make a fixed interest rate loan commitment to a U.S. bank that is financing the export sale and will lend its funds to the U.S. bank. Guidelines are similar to the small manufacturer's discount loan program except that there must be evidence of foreign, officially supported export credit competition for the sale.

Eximbank will normally lend up to 85% of the contract value, while the buyer is expected to make a cash payment of 15% of the contract. Terms range from 1 to 5 years. The contract value of the transaction must not exceed $5 million.

Contact:

Special Assistance for Small Business
Export-Import Bank of the U.S.
811 Vermont Avenue, N.W.
Washington, D.C. 20571
(202) 566-8944

Small Business Advisory Service

Eximbank maintains a special office to provide information and materials on the availability and use of export finance to encourage small businesses to sell overseas.

Contact:

Office of Export Counseling
Export-Import Bank of the U.S.
811 Vermont Avenue, N.W.
Washington, D.C. 20571
(800) 424-5201
(202) 566-8860

EXPORT-IMPORT BANK OF THE UNITED STATES (Continued)

Export Credit Insurance Program

The Export Credit Insurance Program is operated in conjunction with the Foreign Credit Insurance Association (FCIA), a group of U.S. marine, property and casualty insurance companies. FCIA insurance U.S. exports against commercial and political risk. The private insurance companies underwrite the commercial credit risks; Eximbank covers the political risks and re-insures certain excess commercial risk. In this way, the exporter obtains comprehensive protection against non-payment for its foreign receivables.

The Small Business Policy

Companies just beginning to export, or with only limited volume, can take advantage of FCIA's Small Business Policy. The Small Business Policy gives added commercial risk protection of 95%, with no deductible, in order to further cushion any potential losses. To be eligible for a Small Business Policy, companies should meet the following criteria:

- Net worth not exceeding $2,000,000;
- Exported less than $750,000 per year, averaged over the prior two fiscal years; and,
- Not previously been insured either directly or indirectly under the FCIA program.

Contact:

Office of Exporter Credits and Guarantees
Export-Import Bank of the U.S.
811 Vermont Avenue, N.W.
Washington, D.C. 20571
(202) 566-8819

BAY STATE SKILLS CORPORATION (BSSC)
Export Training Center

BSSC is the agency designed to operate the Export Training Center (ETC) for the Commonwealth's Export 90's initiative. The ETC will serve two primary functions. BSSC will develop and maintain a databank of companies, organizations, and educational institutions which provide export-related services of all types. Massachusetts companies can use this databank as a first step when trying to identify providers of specific export services, including financial, legal, and marketing services by region and/or industrial sector. The ETC will serve as a source of new and innovative nuts and bolts training in all aspects of exporting. Training programs will be geared to the specific needs of Massachusetts companies interested in entering international trade.

Contact:

Bay State Skills Corporation
101 Summer Street, 2nd floor
Boston, MA 02110
Tel: (617) 292-5100
Fax: (617) 451-3820
Susan K. Moulton, Executive Director

EDUCATIONAL AND BUSINESS RESOURCES

INTERNATIONAL BUSINESS CENTER OF NEW ENGLAND (IBC)

The International Business Center of New England is a private sector association dedicated to the expansion of international trade in New England. IBC membership includes manufacturers, professional firms, banks, service organizations, and education institutions.

Seminar Series

A major emphasis of the IBC's yearly program is the presentation of workshops and seminars on international trade issues. The seminars are usually a half day or a day in length, and are open to members and non-members alike.

Workshop fees vary from $100 to $250 depending on length and membership status. Seminar calendars are available from the IBC office.

Export School

One of the services provided by the IBC is the New England Export School which meets periodically throughout New England to give company executives: (1) an overview of the type of export information that they will need in preparing to export; (2) what impact exporting will have on all areas of company management; and (3) make resource information available to exporters.

Resources Center

The IBC has a complete research library with reference material covering almost all aspects of doing business overseas. The library is open to the public Monday through Friday during regular business hours.

Contact:

International Business Center of New England
World Trade Center Boston
Suite 323
Boston, MA 02210
Tel: (617) 439-5280
Albert Thomann, Director

SMALLER BUSINESS ASSOCIATION OF NEW ENGLAND (SBANE)

The Smaller Business Association of New England is a private sector organization devoted to furthering the interests of smaller businesses in the New England area.

SBANE is involved in numerous export related activities including its annual sponsorship of World Trade Week, the hosting and co-hosting of export seminars, and its export ice breakers where inexperienced exporters are able to talk with veteran exporters about their experience in a relaxed and informal setting.

In addition, SBANE has established an International Trade Committee (SINTRAC), consisting of experts in small business export. SINTRAC plans programs and projects designed to assist smaller companies in their foreign trade efforts.

Contact:

Smaller Business Association of New England
69 Hickory Drive
Waltham, MA 02154
Tel: (617) 890-9070
Fax: (617) 890-4567
Julie Scofield, Director, Education

WESTERN MASSACHUSETTS INTERNATIONAL TRADE ASSOCIATION

The Association conducts regular meetings and provides networking opportunities for the purpose of promoting international trade. Members provide assistance to inexperienced exporters.

Contact:

Western Massachusetts International Trade Association
P.O. Box 124
Palmer, MA 01069
Tel: (413) 737-7000

WORLD AFFAIRS COUNCIL, BOSTON

The World Affairs Council has an active membership including more that 100 corporations. Monthly briefing breakfasts include information on exporting and international trade opportunities.

Contact:

World Affairs Council
22 Batterymarch Street
Boston, MA 02109
Tel: (617) 482-1740
George R. Andrews, Executive Director

WORLD AFFAIRS COUNCIL OF WESTERN MASSACHUSETTS

The Council offers opportunities for trade mission representatives to meet with business people in Western Massachusetts. It also maintains a resource library on international business.

Contact:

World Affairs Council of Western Massachusetts
P.O. Box 4234
Springfield, MA 01101
Tel: (413) 733-0110
Sue Root, Director

WORLD TRADE CENTER BOSTON

The Boston World Trade Center offers many services to tenants and members of the World Trade Center Association. These services include: trade information, educational programs on exporting, telex and facsimile services, translation services, trade missions, and computerized database information.

Contact:

World Trade Center Boston
Commonwealth Pier
Boston, MA 02210-2004
Tel: (617) 439-5000
Fax: (617) 439-5033
John Drew, Director

UNIVERSITY AND COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges, including those with Small Business Development Centers (SBDC's), offer services to exporters. Included with the listing of these schools and SBDC's are summaries of the special services offered.

Boston University
Contact:

Executive Programs
648 Beacon Street
Boston, MA 02215
(617) 353-4217
Doug Ready, Director

Bunker Hill Community College

The International Business Program offers several services for business people interested in exporting. It provides seminars on exporting, from general introductory courses to more specific topics. The Division of Continuing Education offers courses in international trade, and the school also publishes various papers and guides on exporting.

Contact:

Bunker Hill Community College
Division of Planning and Development
New Rutherford Avenue
Boston, MA 02129
Tel: (617) 241-8600
Kathy Teehan, Director

University of Massachusetts/Amherst

The Small Business Institute (SBI) program specializes in the area of international marketing and exporting. The SBI can provide a comprehensive market study of a particular country, including a review of the country's economy, business customs, political and legal system. The report is also a feasibility study on exporting a particular product to the market in question.

Contact:

University of Massachusetts/Amherst
Small Business Institute
School of Management
Amherst, MA 01003
Tel: (413) 549-4930
Jack S. Wolf, Ext. 203

SMALL BUSINESS DEVELOPMENT CENTERS (SBDC'S)

The SBDC's network works in cooperation with the U.S. Small Business Administration to assist small and mid-sized businesses. An SBDC can provide in-depth management and technical assistance, counseling and training. Assistance in the area of international trade is available. Branch SBDC offices are located at:

University of Massachusetts/Amherst
Small Business Development Center, Room 205
Amherst, MA 01003
Tel: (413) 549-4930, ext. 303
John Ciccarelli, Director

Boston College
Metropolitan Boston Regional SBDC
96 College Road, Rahner House
Chestnut Hill, MA 02167
Tel: (617) 552- 4091
John McKiernan, Director

Small Business Development Centers (continued)

Clark University
Central Regional SBDC
24 Maywood Street
Worcester, MA 01610
Tel: (508) 793-7615
Lee Morrill, Director

Southeastern Massachusetts University
Southeastern Regional SBDC
200 Pocasset Street
Fall River, MA 02722
Tel: (508) 673-9783
Clyde Mitchell, Director

University of Lowell
Northeastern Regional SBDC
450 Aiken Street
Lowell, MA 01854
Tel: (508) 458-7261
Dr. Rudolph Winston, Jr., Director

University of Massachusetts
Western Regional SBDC
101 State Street, Room 216
Springfield, MA 01103
Tel: (413) 737-6712
Merwin Tober, Director

FOREIGN GOVERNMENT AGENCIES

Foreign government agencies attempt to attract new investment to their country/region and to promote the expansion of business ties with Massachusetts. Foreign government agencies can assist Massachusetts businesses with establishing operations in the agencies home country/region and can provide information on laws and regulations, business practices and economic conditions.

Aachen (West Germany)
c/o Council for Economic Action
One International Place, 17th floor
Boston, MA 02110
Contact: Robert Foley
Phone: (617) 439-2950

Baden Wuerttemberg (West Germany)
143 Bedford Road
Katonah, NY 10536
Contact: John Woodman
Phone: (914) 232-1188

Berlin Economic Development Corporation (West Germany)
4 Liberty Square, 3rd Floor
Boston, MA 02109
Contact: Hans Spiller
Phone: (617) 542-3115

Devon & Cornwall Development (United Kingdom)
300 Unicorn Park Drive
Woburn, MA 01801
Contact: Kenneth S. Martin
Phone: (617) 932-0590
Fax: (617) 932-9697

Foreign Investment Office of the Government of Flanders
70 Walnut Street
Wellesley, MA 02181
Contact: Dr. Luc De Brouckere
Phone: (617) 239-8225
Fax: (617) 239-8296

French Industrial Development Agency (France)
610 Fifth Avenue, Suite 301
New York, NY 10020
Contact: Thierry de Barneville
Phone: (212) 757-9340

Hamburg (West Germany)
c/o Hagen & Co.
283 Franklin Street, Suite 200
Boston, MA 02110
Contact: Kathleen Hagen
Phone: (617) 542-5945

Industrial Development Authority (Ireland)
Two Center Plaza
Boston, MA 02108
Contact: Jim Whelan
Phone: (617) 367-8225

Niedersachsen (West Germany)
P.O. Box 7066
103 Carnegie Center
Princeton, NJ 08540
Contact: Joachim Schaefer
Phone: (609) 987-1202

Nordrhein-Westfalen (West Germany)
330 Eastover Road
Charlotte, N.C. 28207
Contact: Dr. Eckart E. Goette
Phone: (704) 373-0774
Fax: (704) 333-6446

Nottinghamshire (United Kingdom)
c/o Council for Economic Action
One International Place, 17th floor
Boston, MA 02110
Contact: Robert Foley
Phone: (617) 439-2950

Ontario Government Office of New England (Canada)
Prudential Center, Suite 4066
Boylston Street
Boston, MA 02199
Contact: John Brady
Phone: (617) 266-7172

Peterbourough (United Kingdom)
c/o Council for Economic Action
One International Place, 17th floor
Boston, MA 02110
Contact: Robert Foley
Phone: (617) 439-2950

Quebec Delegation in New England (Canada)
Exchange Place
53 State Street, 19th Floor
Boston, MA 02109
Contact: Jean Duquette
Phone: (617) 723-3366
Fax: (617) 723-3659

Rheinland-Pfalz (West Germany)
30 East 81st Street
New York, NY 10029
Contact: Elke Pratley
Phone: (212) 608-7415

Saarland (West Germany)
Saar Contact USA
5139 South Royal Atlanta Drive
Atlanta-Tucker, CA 30084
Contact: Claus H. Boelter
Phone: (404) 493-4098

Scottish Development Agency
One Landmark Square, Suite 810
Stamford, CT 06901
Contact: Robert Crawford
Phone: 1-800-843-7268

FOREIGN BUSINESS ASSOCIATIONS

Foreign business associations and chambers of commerce (foreign and local) can be a good source of information and contacts. Most foreign chambers of commerce can be very helpful in providing information on the business climate in their home country and frequently can be of assistance in locating potential business partners there as well.

Australian New Zealand Business Council of New England
P.O. Box 2797
Duxbury, MA 02331
Contact: Evelyn Milardo, Program Chairperson
Phone: (617) 934-2559

French-American Chamber of Commerce
15 Court Square, Suite 425
Boston, MA 02108
Contact: F. Kingston Berlew, President
Phone: (617) 523-4438
Fax: (617) 523-4461

German-American Business Club of Boston
One Boston Place
Boston, MA 02108
Contact: Annette Munroe
Phone: (617) 725-1129

Massachusetts-Soviet Trade Council, Inc.
P.O. Box 60
Boston, MA 02130
Phone: (617) 524-5454
Contact: Gerald Wright, President

New England-British Business Association
21 Customs House Way, 2nd Floor
Boston, MA 02110
Contact: Ursula Wojciechowska
Phone: (617) 737-8677

New England-Canada Business Council
c/o Boston Chamber of Commerce
600 Atlantic Avenue
Boston, MA 02210
Contact: Kenneth Rossano
Phone: (617) 227-4500

New England-Caribbean Basin Business Council
World Trade Center, Suite 104
Boston, MA 02110
Contact: Paul Linet
Phone: (617) 439-5638

New England-Israel Chamber of Commerce
537 Statler Office Building
Boston, MA 02116
Contact: Dana Edelman
Phone: (617) 423-9510

New England-Korea Business Alliance, Inc.
One International Place
Boston, MA 02110
Contact: Alane Harrington
Phone: (617) 439-2840

New England-Taiwan Business Council
Bank of New England, International Division
28 State Street
Boston, MA 02109
Contact: Linda Hom
Phone: (617) 573-5369

Scandinavian-American Business Council
P.O. Box 1819
Boston, MA 02205
Contact: Ivar Hegstad
Phone: (617) 235-6391

FOREIGN CONSULATES AND HONORARY CONSULS

FOREIGN CONSULATES

Foreign consulates represent the interest of their country and citizens in the U.S. Consulates also provide information and assistance on obtaining the proper travel documentation to visit their country. A number of consulates in the Boston area have comprehensive libraries of materials on the business, social, economic, and cultural aspects of their country and can provide limited commercial assistance. Please call in advance if you are looking for assistance and remember the primary role of the consulate staff is to promote the interests of their own exporters in the United States and not the other way around.

Canada
3 Copley Place
Boston, MA 02116
Contact: Mr. Bernard Giroux
Phone: (617) 262-3760

Cape Verde
535 Boylston Street
Boston, MA 02116
Contact: Mr. Alirio V. Silva
Phone: (617) 353-0014

Chile
79 Milk Street
Boston, MA
Contact: Mr. Paul William Garber
Phone: (617) 426-1678

Colombia
535 Boylston Street, 11 Floor
Boston, MA 02116
Contact: Ms. Bertha Olga Ostina
Phone: (617) 536-6222
Fax: (617) 536-6222

The Dominican Republic
20 Park Plaza, Suite 629
Statler Building
Boston, MA 02116
Contact: Ms. Amelia Estrella
Phone: (617) 482-8121

The Federal Republic of Germany
Three Copley Place, Suite 500
Boston, MA 02116
Contact: Dr. Walter Gerhardt
Phone: (617) 536-4414
Fax: (617) 536-5619
Telex: 940584

France
3 Commonwealth Avenue
Boston, MA 02116
Contact: Mr. Alain Briottet
Phone: (617) 266-1680

Great Britain
4740 Prudential Tower
Boston, MA 02199
Contact: Mr. Philip McLean
Phone: (617) 437-7160

Greece
20 Park Plaza
Boston, MA 02116
Contact: Mr. C. Panagopoulos
Phone: (617) 542-3240

Haiti
50 Congress Street
Boston, MA
Contact: Mr. Reynold Delva
Phone: (617) 723-5211

Ireland
535 Boylston Street
Boston, MA 02116
Contact: Mr. Liam Cannilte
Phone: (617) 267-9330
Fax: (617) 267-6375

Israel
1012 Statler Bldg.
Boston, MA 02116
Contact: Mr. Zui Koren
Phone: (617) 451-1810
Fax: (617) 451-2677

Italy
100 Boylston Street, Suite 900
Boston, MA 02116
Contact: Dr. Giuseppe Zaccagnino
Phone: (617) 542-0483

Japan
600 Atlantic Ave.
Boston, MA 02210
Contact: Mr. Takayuki Koike
Phone: (617) 973-9772

The Republic of Korea
One Financial Center, 13th floor
Boston, MA 02111
Contact: Dr. Sang-Seek Park
Phone: (617) 348-3660

Mexico
20 Park Plaza, Suite 321
Boston, MA 02116
Contact: Mr. Alberto Campillo
Phone: (617) 426-4942

Panama
20 Park Plaza, Suite 522
Boston, MA 02116
Contact:Ms. Alicia Jimenez
Phone: (617) 426-8106
Fax: (617) 426-9236
Telex: 0940239

Portugal
899 Boylston Street
Boston, MA
Contact: Mr. Fernando Castro Brangao
Phone: (617) 536-8740

Spain
545 Boylston Street
Boston, MA 02116
Contact: Mr. Julio Jacoiste
Phone: (617) 536-2506

Taiwan
Coordination Council for North American Affairs
(Government of the Republic of China on Taiwan)
99 Summer Street, Room 801
Boston, MA 02110
Contact: Ms. Joyce Y. L. Yang
Phone: (617) 737-2051

Venezuela
545 Boylston Street, Suite 603
Boston, MA 02116
Contact: Ms. Astrid Lepage
Phone: (617) 266-9368 or
(617) 266-9355
Telex: 928283

HONORARY CONSULS

Honorary Consuls are American citizens designated by a foreign government and confirmed by the State Department to represent that country in an official capacity. Honorary consuls do not oversee an accredited staff from the country they represent. They are often attorneys by trade and have good contacts with the appointing nation.

Austria
211 Congress Street
Boston, MA 02110
Contact: Mr. Ira A. Korff
Phone: (617) 426-0330
Fax: (617) 461-1412

Belgium
28 State Street
Boston, MA 02109
Contact: Mr. Hans H. Estin
Phone: (617) 523-7493

Brazil
250 Beacon Street
Boston, MA 02116
Contact: Ms. Salua J. A. Smith
Phone: (617) 267-9539

Costa Rica
52 Mulberry Street
Springfield, MA 01105
Contact: Mr. Sherman E. Fein
Phone: (413) 781-5400

Denmark
419 Boylston Street
Boston, MA 02116
Contact: Mr. Christian Halbey
Phone: (617) 266-8418

Ecuador
60 State Street
Boston, MA 02109
Contact: Mr. Harold Widett
Phone: (617) 227-7200

Finland
77 Franklin Street
Boston, MA 02110
Contact: Mr. Leonard Kopelman
Phone: (617) 451-0750

Honduras
8 Grove Street
Winchester, MA 01890
Contact: Dr. Hewson A. Ryan
Phone: (617) 729-3518

Iceland
90 Oak Street
Newton Upper Falls, MA 02164
Contact: Mr. J. Frank Gerrity
Phone: (617) 244-1400

The Netherlands
6 St. James Avenue
Boston, MA 02116
Contact: Mr. Maarten H. Janssen
Phone: (617) 542-8452
Fax: (617) 542-3304

Norway
77 N. Washington Street
Boston, MA 02114
Contact: Mr. Arthur Lane
Phone: (617) 523-7078

Pakistan
745 Boylston Street - 2nd Floor
Boston, MA 02116
Contact: Mr. Barry Hoffman
Phone: (617) 267-5555

Peru
252 Aspinwall Avenue
Brookline, MA 02146
Contact: Mr. Thomas F. Singer
Phone: (617) 277-8700

Senegal
1 Post Office Square
Boston, MA 02109
Contact: Mr. Hans F. Loeser
Phone: (617) 482-1390

Sweden
6 St. James Avenue
Suite 1001
Boston, MA 02116
Contact: Mr. W. Gustafason
Phone: (617) 426-5558

Switzerland
535 Boylston Street
Boston, MA 02116
Contact: Mr. Max Steinmann
Phone: (617) 266-2038

Thailand
27 School Street
Boston, MA 02101
Contact: Mr. Henry B. Wynn
Phone: (617) 542-2500

INTERNATIONAL ACCOUNTANTS

Accounting practices can vary from country to country as can the tax situation. In addition, companies need to consider the ramifications of export sales on their tax liability in the United States. International accountants can be a good source of information not only on accounting/ tax practices but on the management practices of the foreign country. For those firms with offices located throughout the world, they can also be good sources of information on potential international business partners.

Arthur Andersen & Co.
One International Place
Fort Hill Square
Boston MA 02110
Contact: Mr. Jack L. Butts, Consulting Managing Director
Mr. William Meagher, Office Managing Partner
Phone: (617) 330-4000

Coopers & Lybrand
One Post Office Square
Boston MA 02109
Contact: Mr. William S. Reardon
Phone: (617) 574-5000
Fax: (617) 542-1297
Telex: 6817018

Deloitte & Touche
125 Summer Street
Boston MA 02110
Contact: Mr. James T. McBride
Phone: (617) 426-5151
Fax: (617) 345-8484
Telex: 211958TROSSUR

Ernst & Young
200 Clarendon Street
Boston MA 02116
Contact: Mr. John Curtis
Mr. Kent J. Schreiner
Phone: (617) 266-2000
Fax: (617) 266-5843
Telex: 921849 ANS BK ERNST BSN

Pannell Kerr Forster
100 Summer Street, Suite 3010
Boston MA 02210
Contact: Mr. Evan B. Hume
Phone: (617) 423-1920

KPMG Peat Marwick
One Boston Place
Boston MA 02108
Contact: Mr. John J. Hurley, Jr.
Phone: (617) 723-7700
Fax: (617) 723-6864
Telex: 4430082 PMMBOST

Price Waterhouse
One Federal Street
Boston MA 02110
Contact: Mr. Daniel H. Pollock
Phone: (617) 439-4390
Fax: (617) 439-7097
Telex: 234979264

Tofias, Fleishman, Shapiro & Company, P. C.
205 Broadway
Cambridge, MA 02139
Contact: Mr. Peter Bickoff
Phone: (617) 547-5900
Fax: (617) 876-8139

BANKS WITH INTERNATIONAL DEPARTMENTS

Foreign banks located in Massachusetts and local commercial banks with international banking operations can provide assistance in identifying potential markets, obtaining economic and financial data and conducting the financial aspect of the export transaction. Such services include short and medium-term export financing, leasing, export factoring, foreign exchange trading, and money transfers.

Bank Hapoalim
70 Federal Street
Boston, MA 02110
Contact: Ms. Marge Royka
Phone: (617) 482-7440

Bank of Boston
100 Federal Street
Boston, MA 02110
Contact: Mr. Gilbert S. Pierce
Phone: (617) 434-4312
Fax: (617) 434-5414
Telex: 940581

Bank of New England
28 State Street
Boston, MA 02109
Contact: Mr. William Marshall
Phone: (617) 573-5372
Fax: (617) 573-5397
Telex: 940191 BKNE INT BSN

The Bank of Nova Scotia
101 Federal Street
Boston, MA 02110
Contact: Mr. Terry M. Pitcher
Phone: (617) 451-5500
Telex: 4430026

BayBank Boston N.A.
175 Federal Street
Boston, MA 02110
Contact: Mr. Joseph V. Roller, Exec. V.P.
Phone: (617) 556-6262
Fax: (617) 482-1040
Telex: 921840

Coolidge Bank and Trust Co.
260 Franklin Street
Boston, MA 02116
Contact: Ms. Paula Bingham, Assistant Manager
Phone: (617) 292-8012
Fax: (617) 737-3288

Credit Lyonnais
Exchange Place
53 State Street
Boston, MA 02109
Contact: Mr. Jean-Francois DeRoche, General Manager
Phone: (617) 723-2615
Telex: 6516817511

First National Bank of Chicago
One Financial Center, 27th Floor
Boston, MA 02111
Contact: Mr. Robert Gallery, Vice President
Phone: (617) 542-3415
Fax: (617) 542-3506

Fleet National Bank
60 State Street
Boston, MA 02109
Contact: Ms. Graeme Brown
Phone: (617) 367-6700

Lloyds Bank International Ltd.
1 Post Office Square
Boston, MA 02109
Contact: Mr. Martin Daley
Phone: (617) 451-3200

Mechanics Bank
P.O. Box 987
Worcester, MA 01613
Contact: Ms. Noreen Bisceglia
Phone: (508) 798-6422
Fax: (508) 798-6497

National Bank of Greece
33 State Street
Boston, MA 02109
Contact: Mr. Lakis Theoharis
Phone: (617) 367-2200

National Westminster Bank P.L.C.
Boston Representative Office
One Financial Center
Boston, MA 02111
Contact: Mr. Trevor Hursthouse, Vice President
Phone: (617) 439-3160

Sanwa Bank
One Financial Center, Suite 2812
Boston, MA 02111
Contact: Mr. Hidetoshi Tanaka
Phone: (617) 654-2930

Shawmut Bank N.A.
One Federal Street, 18th Floor
Boston, MA 02211
Contact: Mr. Paul N. Dahlie
Phone: (617) 556-4706
Fax: (617) 556-4694
Telex: 6817133

State Street Bank and Trust Company
225 Franklin Street
Boston, MA 02101
Contact: Mr. Ken McGraime
Phone: (617) 654-3138
Fax: (617) 654-4176
Telex: 940238

U.S. Trust Co.
30 Court Street
Boston, MA 02108
Contact: Ms. Kathie Stevens
Phone: (617) 726-7000

INTERNATIONAL LAWYERS

The legal system in most foreign countries is different than that of the United States. For this reason it is important to have legal counsel, knowledgeable in the legal practices of the country in question, review any documents or agreements before they are concluded. Distribution agreements, intellectual property protection, and export licensing are just a few of the matters frequently handled by international legal counsel.

Aresty, Levin, Orenstein & Wernick
World Trade Center, Suite 104
Boston, MA 02210
Contact: Mr. Jeffrey Aresty
Phone: (617) 439-5544
Fax: (617) 439-5520

Barron & Associates
50 Milk Street, Suite 1500
Boston, MA 02109
Contact: Mr. James H. Barron
Phone: (617) 423-7770
Fax: (617) 969-6640

Bingham, Dana & Gould
150 Federal Street
Boston, MA 02110
Contact: Mr. James C. Stokes
Phone: (617) 951-8000
Fax: (617) 951-8736
Telex: 275147 BDG BSN UR
Established: 1891
Geographic Focus: Europe

Robert W. Chmielinski, Esquire
36 Washington Street, Suite 70
Wellesley Hills, MA 02181
Contact: Robert W. Chmielinski, Esquire
Phone: (617) 235-8815
Fax: (617) 235-8563
Telex: 650-2180461
Established: 1984
Geographic Focus: Worldwide
Services: International, commercial and U.S. export control services

Csaplar & Bok
1 Winthrop Square
Boston, MA 02110
Contact: Mr. Thomas Trimarco
Phone: (617) 357-4400

Day, Berry & Howard
260 Franklin Street
Boston, MA 02110-3109
Contact: Mr. H. Lawrence Tafe, III
Phone: (617) 439-9150
Fax: (617) 439-4453
Telex: 990686
Established: 1919
Geographic Focus: Worldwide

Gaston & Snow
One Federal Street
Boston, MA 02110
Contact: Mr. Roger D. Feldman
Phone: (617) 426-4600
Fax: (617) 426-6865
Telex: 940890 GASTON BSN

Goldstein & Manello
265 Franklin Street
Boston, MA 02210
Contact: Mr. Michael Mecsas
Phone: (617) 439-8900

C. Peter R. Gossels, Esq.
84 State Street
Boston, MA 02109
Contact: Mr. C. Peter Gossels
Phone: (617) 742-9310
Fax: (617) 742-5734

Hale & Dorr
60 State Street
Boston, MA 02109
Contact: Mr. John H. Morton
Phone: (617) 742-9100

Hill & Barlow
225 Franklin Street
Boston, MA 02110
Contact: Mr. John Vincent
Phone: (617) 439-3555

International Law Collaborative
1 Kendall Square, Suite 2200
Cambridge, MA 02139
Contact: Mr. Herbert S. Kassman
Phone: (617) 868-2285
Fax: (617) 868-2582
Telex: 324168 ILC
Geographic Focus: Worldwide
Services: Counseling regarding technology based international joint ventuers, licensing; staff includes lawyers from China, Vietnam, Korea, Poland and Mexico

McDermott, Will & Emery
75 State Street
Boston, MA 02109
Contact: Mr. Adolfo R. Garcia
Phone: (617) 345-5000
Fax: (617) 345-5077
Telex: 951324 MILAM BSN

Ronald J. McDougald, P.C.
66 Canal St
Boston, MA 02114
Contact: Mr. Ronald McDougald
Phone: (617) 227-6220

Mintz, Levin, Cohn, Ferris, Glovsky & Popeo, P.C.
1 Financial Center
Boston, MA 02111
Contact: Mr. Kenneth J. Novak
Phone: (617) 542-6000
Fax: (617) 542-2241

Nutter, McClennen & Fish
One International Place
Boston, MA 02110
Contact: Mr. John K. P. Stone, III, CEO
Phone: (617) 439-2000
Fax: (617) 973-9748
Telex: 94 0790
Established: 1879
Geographic Focus: Europe, Asia

Palmer & Dodge
One Beacon Street
Boston, MA 02108
Contact: Mr. Robert Duggan
Phone: (617) 573-0100
Fax: (617) 227-4420
Telex: 951104

Leonard Rose
205 Worcester Court, Suite C-3
Falmouth, MA 02540
Contact: Mr. Leonard Rose
Phone: (508) 548-7900
Fax: (508) 548-6116

Sugarman, Rogers, Barshak, Cohen, P.C.
33 Union Street
Boston, MA 02108
Contact: Mr. Kenneth Carson
Phone: (617) 227-3030

Sullivan & Lynch
156 State Street
Boston, MA 02109
Contact: Mr. James P. Sullivan
Phone: (617) 723-4488
Fax: (617) 723-2058

Sullivan & Worcester
One Post Office Square
Boston, MA 02109
Contact: Mr. Dennis J. White
Phone: (617) 338-2939

Vacovec, Rothenberg, Mayotte & Singer
Two Newton Place, Suite 340
255 Washington Street
Newton, MA 02158-1633
Contact: Ms. Paula Singer, Partner
Phone: (617) 964-0500
Fax: (617) 969-2002
Telex: 220883 TAUR
Established: 1978
Number of Associates:16
Services: Tax planning and compliance for individuals and businesses locating overseas and foreign nationals and foreign businesses relocating in the U.S.; services through firm and worldwide network of corresponding firms

Tetu & Marks
545 Bolyston Street, Suite 304
Boston, MA 02116
Contact: Philip Tetu, Esquire
Phone: (617) 267-1053
Fax: (617) 267-9789
Services: International law, tort law, corporation law, business immigration law; offices in Washington, D.C. and Providence, R.I.

Warner & Stackpole
75 State Street
Boston, MA 02109
Contact: John A. Dziamba
Phone: (617) 951-9000
Fax: (617) 951-9151
Established: 1874

TRANSLATION SERVICES

Translation firms can provide a range of services from translating text and promotional materials into foreign languages to providing interpreting services for non-english speaking visitors. Translation firms can vary widely in expertise and service provided. Some firms are well equipped to handle highly technical translations, and provide typesetting and production services in-house while others are not. When having any materials translated it is essential that a second native speaker review the document to insure that the translation properly represents the message you are intending to convey.

All Language Graphics
116 Bishop Richard Allen Drive
Cambridge, MA 02139

Contact:	Mr. Martin Roberts
Phone:	(617) 864-3935
Fax:	(617) 864-5186
Year Established:	1968
Number of Associates:	6
Languages:	Chinese, French, German, Japanese, Spanish

Alliance Francaise
15 Court Square, Suite 425
Boston, MA 02108

Phone:	(617) 482-4170
Languages:	French

Arabic Advanced Technical and Legal Translators
165 Friend Street
Boston, MA 02114

Phone:	(617) 723-9766
Languages:	Arabic

Arabtech Translations
127 Larch Road
Cambridge, MA 02138
Phone: (617) 576-3626
Languages: Arabic

Berlitz
437 Boylston Street, Suite 300
Boston, MA 02116
Contact: Mr. David M. Meltzer
Phone: (617) 266-3839
Languages: All major languages

Boston Language Institute
636 Beacon Street
Boston, MA 02215
Phone: (617) 262-3500
Fax: (617) 247-3919
Languages: Chinese, German, Japanese, Portuguese, Spanish

Boston School of Modern Languages
240 Commonwealth Ave
Boston, MA 02116
Phone: (617) 536-5505
Languages: All major languages

Boston Translation Company
907 Park Square Building
Boston, MA 02116
Contact: Ms. Norah S. Webster
Phone: (617) 542-8687
Fax: (617) 482-1347
Year Established: 1983
Languages: All Major Languages

Computerized Language Services
263 Forest Street
Arlington, MA 02174
Phone: (617) 354-6384
Languages: Spanish

Destination Boston
23 Somerset Road
Lexington, MA 02173
Contact: Ms. Eveline Weyl
Phone: (617) 862-4949
Fax: (617) 863-2461
Telex: 382903
Year Established: 1984
Number of Associates: 1
Languages: French, German, Japanese

French-English Communications
8 Sparrow Lane
Holliston, MA 01746
Contact: Mr. Gerard A. Paradis
Phone: (617) 429-5793
Year Established: 1982
Number of Associates: 1
Languages: French

French Library in Boston, Inc.
53 Marlboro Street
Boston, MA 02116
Phone: (617) 266-4351
Languages: French

Grimes and Leonard
PO Box 55
Hingham, MA 02043

Contact:	Mr. William J. Grimes
Phone:	(617) 749-0772
Fax:	(617) 749-8738
Year Established:	1974
Number of Associates:	2
Languages:	Dutch, French, German, Italian, Portuguese, Russian

Harvard Translations
17 Arlington Street
Boston, MA 02116

Contact:	Mr. Robert C. Sprung
Phone:	(617) 424-9291
Fax:	(617) 424-8983
Languages:	All major languages

Inlingua Translation Service
907 Park Square Building
Boston, MA 02116

Phone:	(617) 426-6777
Fax:	(617) 482-1347
Languages:	All major languages

Inter-American Translators
195 Belmont Street
Worcester, MA 01605

Contact:	Mr. Juan S. Elissetche, Executive Director
Phone:	(508) 756-0995
Number of Associates:	3
Languages:	Spanish, Portugese

Interlex
385 Massachusetts Avenue
Arlington, MA 02174

Contact:	Mr. Walter D. Locke
Phone:	(617) 646-1227
Fax:	(617) 648-0603
Year Established:	1985
Number of Associates:	4
Languages:	All major languages

International Communications, Inc.
46 Washington Street
Natick, MA 01760

Contact:	Mr. Roger Jeanty
Phone:	(508) 651-9232
Fax:	(508) 653-9183
Year Established:	1984
Number of Associates:	10
Languages:	Chinese, Danish, Dutch, French, German, Italian, Japanese, Spanish, Swedish
Services:	Translation, software localization, interpreting; specializes in large multi-lingual projects

Intracom, Inc.
44 Mall Road, Suite 206
Burlington, MA 01803

Contact:	Ms. Laurie M. Jones
Phone:	(617) 229-1685
Fax:	(617) 229-1687
Languages:	All major languages
Services:	Translation, interpretation, on-site foreign language instruction, cross cultural training, international product verification; extensive worldwide resources with a range of technical, liguistic & cultural expertise

Japanese Language Consultants
186 Lincoln Street
Boston, MA 02111
Phone: (617) 338-2211
Fax: (617) 338-46111
Languages: Japanese

Japanese Language Services
45 Putnam Avenue
Cambridge, MA 02138
Phone: (617) 661-9784

Japanese Technical Translation
101 Coolidge Street
Hudson, MA 01749
Contact: Mr. Mark Johnson, Director
Phone: (508) 568-0509
Fax: (508) 562-3789
Year Established: 1987
Number of Associates: 7
Languages: Japanese
Services: Translation, business cards (Japanese on reverse), type-setting, Japanese software sales

Julia's Consulting Multi-Service Agency
103 Jackson Street
Lawrence, MA 01841
Phone: (508) 685-0209
Languages: Spanish

Language Consultants
167 Worcester Road
Wellesley Hills, MA 02181
Contact: Ms. Carrie G. Wilson
Phone: (617) 237-9580
Year Established: 1977
Number of Associates: 30
Languages: All Major Languages

Language School International, Inc.
179 Great Road
Acton, MA 01720
Phone: (617) 263-0326
Languages: French, German, Italian, Japanese, Spanish

Lexitech International Documentation Network, Inc.
University Place
124 Mount Auburn Street
Cambridge, MA 02138
Contact: Ms. Suzanne Alent
Phone: (617) 576-5877
Fax: (617) 864-9430
Telex: 174533
Languages: All Major Languages
Services: Translate software documentation and source documentation. Provide full in-house production services including printing and binding.

Linguistic Systems, Inc.
116 Bishop Richard Allen Drive
Cambridge, MA 02139
Contact: Mr. Martin Roberts
Phone: (617) 864-3900
Fax: (617) 864-5186
Year Established: 1967
Number of Associates: 2
Languages: All
Services: Simultaneous interpreting with electronic equipment for conferences from 10 to 5,000 attendees, in-house translation staff, have worked in 107 languages

Shanghai Co.
16 Oxford Street
Boston, MA 0211
Contact: Mr. Jeff Wong
Phone: (617) 482-5768
Languages: Chinese

Spanish/English Services
RFD #1 Box 267
Brookfield, MA 01506

Contact:	Mr. Rudof Heller
Phone:	(508) 867-8494
Fax:	(508) 867-8064
Year Established:	1972
Services:	Word Processing, translating, interpreting, voice talent
Languages:	Spanish

Translators, Inc.
458 Boston Street, P.O. Box 303
Topsfield, MA 01983

Contact:	Ms. Maria Salmon, President
Phone:	(508) 887-9234
Fax:	(508) 887-6657
Languages:	Arabic, Chinese, Danish, Dutch, French, German, Greek, Italian, Japanese, Polish, Portugese, Spanish, Swedish, Russian
Services:	Translation, typesetting in foreign languages

Transtek Associates, Inc.
233 Albion Street
Wakefield, MA 01880

Contact:	Ms. Nina Emelianoff
Phone:	(617) 245-7980
Languages:	French, German, Italian, Japanese, Spanish

Wordnet
8 Agawam Road
P.O. Box 164
Acton, MA 01720

Contact:	Mr. Lee Chadeayne
Phone:	(508) 264-0600
Fax:	(508) 263-3839
Telex:	6502673475
Languages:	All Languages
Services:	Can translate into any language by utilizing their worldwide telecommunications network

EXPORT CONSULTANTS

Export consultants, export trading company and export management companies can all provide specialized information and assistance to the small business exporter. Many of these companies have extensive contacts internationally and employ personnel with a long history of export experience. Before entering into a contractual relationship with any export consultant you should thoroughly check all references and insure that all parties have a clear understanding of the specifics tasks to be performed, the time frame involved, and the expected results.

ADVANCED AMERICAN ELECTRONICS
One Cambridge Center
Cambridge, MA 02139
Contact: Mr. Yasmeen Husain
Phone: (617) 577-0500
Geographic Focus: Worldwide
Product Focus: Telecommunications equipment, electronic components, software

AMAR INTERNATIONAL COMPANY
105 Chestnut Street
Needham, MA 02192
Contact: Mr. Ahmad Reda
Phone: (617) 444-5410
Established: 1975
Geographic Focus: Middle East
Product Focus: Instrumentation, medical devices, machinery

AMBOR, INC.
5 Delphi Circle
Andover, MA 01810
Contact: Mr. Thomas P. Bor
Phone: (508) 475-9939
Telex: 9102401332
Established: 1979
Geographic Focus: Western & Eastern Europe
Services: Provides export consulting, market research, joint-venture and licensing for machinery and processors for life sciences and process engineering

AMERICAN SUPPLY CORPORATION EXPORT
311 Auburn Street
Newton, MA 02166
Contact: Mr. Charles M. Riu
Phone: (617) 964-3830
Established: 1962
Geographic Focus: Western Europe
Product Focus: Decorative printing of plastics, hot stamping foil, textiles for shoes and leather goods

ANTEX, INC.
93 Commonwealth Avenue
P.O. Box 2570
Attleboro Falls, MA 02763
Contact: Mr. John Antoine
Phone: (508) 699-6911
Fax: (508) 695-8760
Telex: 200252 ANTE UR
Established: 1969
Associates: 2
Geographic Focus: Western Europe
Product Focus: Electronic components, telecommunications equipment; focus on semi-cnnductor and electronic materials, and fiber optic face plates

ARJAY EXPORT CO., INC.
119 A Thorton Dr.
Hyannis, MA 02601
Contact: Mr. Robert Jones
Phone: (508) 771-6088
Fax: (508) 771-6119
Established: 1970
Geographic Focus: Worldwide
Product Focus: Coin-operated amusement and gameing machines, for export only

ASIA MARKETING ASSOCIATES
P.O. Box 8074
Natick, MA 01760
Contact: Mr. Paul Seline
Phone: (508) 655-4000
Fax: (508) 655-4501
Established: 1986
Associates: 4
Geographic Focus: Asia
Services: Trade show promotion company. Special emphasis on the promotion of trade shows in People's Republic of China

ATLANTIC INTERNATIONAL CORP.
420 Union Avenue
Framingham, MA 01701
Contact: Mr. Joseph Carter
Phone: (508) 875-6286
Established: 1966
Associates: 4
Geographic Focus: Africa, Latin America, Middle East
Product Focus: Water heaters, plumbing supplies, hardware products, vinyl floor covering, office supplies.

AURORA INTERNATIONAL
19 Brook Road
Needham Heights, MA 02194
Contact: Mr. Melvyn Steinberg
Phone: (617) 449-3901
Telex: 210397
Established: 1976
Associates: 4
Product Focus: Vinyls, leathers, upholstery fabrics

B & G EXPORT MANAGEMENT ASSOCIATES
300 High Street
Holyoke, MA 01040
Contact: Mr. Gerry Grant
Phone: (413) 536-4565
Fax: (413) 536-5249
Telex: 955422
Established: 1977
Associates: 4
Geographic Focus: Worldwide

BOSTECH INTERNATIONAL
399 Neponset Street
Canton, MA 02021
Contact: Mr. Jaime Bonomi
Phone: (617) 828-7070
Fax: (617) 828-2430
Telex: 285565
Established: 1981
Associates: 9
Geographic Focus: Asia, Latin America, Western Europe
Product Focus: Machinery, plastics and chemicals

BOSTON ELECTRONICS CORPORATION
72 Kent Street
Brookline, MA 02146
Contact: Mr. Fred Perry
Phone: (617) 566-3821
Fax: (617) 734-4160
Telex: 951712 BOSELEC
Established: 1977
Associates: 6
Geographic Focus: Asia, Western Europe, Eastern Europe, Latin America
Product Focus: Electronic components, telecommunications equipment

BUSINESS SUPPORT AND DEVELOPMENT
204 Village Street
Medway, MA 02053
Contact: Mr. Donald W. Cantin,
Phone: (508) 533-4200
Fax: (508) 533-5864
Established: 1988
Associates: 2
Geographic Focus: Worldwide
Services: Strategic planning, trade shows & conferences, video production

CAMBRIDGE INTERNATIONAL TRADING CORP.
World Trade Center
Commonwealth Pier, Suite 214
Boston, MA 02210
Contact: Mr. Alfred Woodworth
Phone: (617) 439-5200
Fax: (617) 439-5211
Telex: 704496
Established: 1983
Associates: 15
Geographical Focus: Worldwide; offices in London and Hong Kong
Product Focus: Computers, software, telecommunications equipment

CAMEX INTERNATIONAL CORP.
53 Brighton Road
Worcester, MA 01606
Contact: Mr. Richard Camarra
Phone: (508) 856-9220
Fax: (508) 853-2567
Telex: 467031
Established: 1980
Associates: 7
Geographic Focus: Worldwide
Product Focus: Medical devices

CANTERBURY INTERNATIONAL, INC.
Ashland Technology Center
200 Homer Ave
Ashland, MA 01721
Contact: Ms. Barbara Baird
Phone: (508) 881-7404
Fax: (508) 881-1532
Geographic Focus: UK/Ireland
Product Focus: Computers and related equipment, software

CHARLES H. REED EXPORT, INC.
734 Main Street
P.O. Box 596
Norwell, MA 02061
Contact: Mr. Damon P. Reed
Phone: (617) 659-1555
Fax: (617) 659-1357
Telex: 277484 REED UR
Established: 1950
Associates: 4
Geographic Focus: Worldwide
Product Focus: Architectural materials, construction materials, food preparing machinery, paper products

CHEMICALS EXPORT COMPANY/
KIMSON CHEMICAL
262 Washington St
Boston, MA 02108
Contact: Mr. Herbert Kimiatek
Phone: (617) 742-1661
Fax: (617) 742-2217
Telex: 203508 RCA
Established: 1947
Associates: 4
Geographic Focus: Worldwide
Product Focus: Chemicals, industrial raw products
Services: Export trading, management, & consulting, joint-ventures & licensing

CHOICE TRADING & TECHNOLOGY CO.
12 Forest Street
Medford, MA 02155
Contact: Mr. Seung H. Choi
Phone: (617) 391-2900
Fax: (617) 395-1013
Established: 1981
Associates: 5
Geographic Focus: Asia: Korea

D. W. COLEGROVE
P.O. Box 4458
Middletown, RI 02840
Contact: Mr. D. W. (Bud) Colegrove
Phone: (401) 253-6548
Fax: (401) 253-1510
Established: 1989
Associates: 1
Geographic Focus: Worldwide
Services: Interface between overseas buyers and U.S. firms

CONTINENTAL EXPORT COMPANY
37 Medford Street
P.O. Box 527
Somerville, MA 02143
Contact: Mr. Omar S. Khudari
Phone: (617) 864-0161
Established: 1962
Associates: 5
Product Focus: Almonds, raisins, popcorn, prunes
Geographic Focus: Middle East

CONVERTAPAK INTERNATIONAL
16 Ravine Circle
Westfield, MA 01085
Contact: Mr. John F. Bowler
Phone: (413) 568-3106
Fax: (413) 733-2590
Telex: 955439 CVPK
Established: 1982
Associates: 1
Product Focus: Converting and packaging machinery, Converts and users of flexible materials for packaging and other decorative or functional applications
Services: Provide acquisitions, feasibility studies, joint-ventures, market studies, technology search and licensing

COON CREEK TRADING CO., LTD.
8 Whittier Pl., #17D
Boston, MA 02114
Contact: Mr. Robert Haavind, Executive V.P.
Phone: (617) 227-2375
Established: 1987
Associates: 2
Geographic Focus: Asia
Product Focus: High Technology, jewelry, lumber/furniture products, foodstuffs, etc.

CRAIG MILLNER AND CO.
303 Weston Road
Wellesley, MA 02181
Contact: Mr. Craig Millner
Phone: (617) 235-6044
Geographic Focus: Western Europe
Services: Provide public relations counseling, strategy development, and market entry planning

CRANBROOK INTERNATIONAL
23 Rockingham Street
Cambridge, MA 02139
Contact: Mr. Andrew Hawley
Phone: (617) 876-0783
Product Focus: Software
Services: Provides assistance on product localization strategies.

CUNNINGHAM EXPORT CORPORATION
435 High Street
Randolph, MA 02368
Contact: Mr. Paul W. Swift
Phone: (617) 986-0800
Fax: (617) 986-2265
Telex: 174017
Established: 1981
Associates: 1
Geographic Focus: Worldwide

DARATECH INTERNATIONAL
140 Sixth Street
Cambridge, MA 02142
Contact: Mr. C. Foundyller
Phone: (617) 354-2339
Fax: (617) 354-7822
Geographic Focus: Worldwide
Product Focus: Computers and related equipment, CAD/CAM and CAE
Services: Joint-venture and licensing, market research

DELTAC ASSOCIATES, INC.
86 Pleasant Street
Marlboro, MA 01752
Contact: Ms. Brenda Evans
Phone: (508) 481-9574
Fax: (508) 481-0063
Established: 1982
Geographic Focus: Worldwide
Services: Export licensing assistance

DESIGN FORCE
194 South Street
Northborough, MA 01532
Contact: Mr. Peter J. Laughton, President
Phone: (508) 393-7848
Fax: (508) 393-5123
Established: 1986
Associates: 1
Geographic Focus: Canada, Europe
Services: Trade show exhibition design & related services

DEVELOPMENT SCIENCES, INC.
P.O. Box 444
39 Pleasant Street
Sagamore, MA 02561
Contact: Ms. Marsha Gorden
Vice President
Phone: (508) 888-0101
Fax: (508) 362-3480
Telex: 466327 DSI, MASS C1
Established: 1970
Associates: 6
Geographic Focus: Worldwide, emphasis on developing countries
Services: Technical marketing, financial packaging, trade missions

DURAL INTERNATIONAL, INC.
164 Marrett Road
Lexington, MA 02173
Contact: Mr. Knud Smal
Phone: (617) 863-0405
Fax: (617) 863-8721

DYNAMIC STRATEGIES GROUP, INC.
463 Worcester Road
Framingham, MA 01701
Contact: Mr. Louis H. Goldish,
Managing Partner
Phone: (508) 820-2500
Fax: (508) 820-1626
Telex: 798963 DSG INC
Established: 1988
Associates: 6
Geographic Focus: Worldwide
Product Focus: Market and venture analysis for industrial high technology products, software

ELECTRONIC SPECIALTIES INTERNATIONAL, INC.
155 West Street
Wilmington, MA 01887
Contact: Marc Gedansky
East Coast Director
Phone: (508) 657-6523
Fax: (508) 658-0028
Associates: 8
Established: 1978
Geographic Focus: People's Republic of China, Hong Kong, Taiwan, Korea, Singapore, Shenzen; locations in California, China, Hong Kong, Taiwan, Singapore, Korea
Product Focus: High technology
Services: Establish distribution and sales channels in the far east

EMPYREAN GROUP, INC.
47 Winter Street, #401
Boston, MA 02108
Contact: Mr. Nigel P. Harvey
President
Phone: (617) 426-4645
Fax: (617) 423-1544
Established: 1987
Associates: 4
Geographic Focus: Canada; offices in Boston and Toronto, Canada
Services: Export marketing & management; assistance with government program applications and negotiations

EUROPEAN MARKETING & SALES, LTD.
Oyster Shell House, 12 Market Street
Boston, MA 02108
Contact: Carola Schropp
Phone: (617) 723-9727
Fax: (617) 964-8064
Established: 1981
Geographic Focus: Europe, Japan
Services: European Distribution Systems, OEM contacts

EXIMTEQ LIMITED
195 Whiting Street
Hingham, MA 02043
Contact: Mr. G. Nassopoulos
Phone: (617) 749-1866
Telex: 820814
Established: 1985
Associates: 2
Geographic Focus: Eastern & Western Europe
Product Focus: Computers and related equipment

EXPORT MANAGEMENT CORPORATION
98 Bogle Street
Weston, MA 02193
Contact: Mr. George P. Bounos
Phone: (617) 235-8788
Fax: (508) 668-9983
Telex: 170966 EXMNGT
Established: 1984
Geographic Focus: Canada, Central America, Eastern & Western Europe
Product Focus: Machinery

EXPORT SOFTWARE, INC.
380 Massachusetts Avenue
Acton, MA 01720
Contact: Mr. Michael G. Marsh
Phone: (508) 635-9220
Fax: (508) 635-9219
Geographic Focus: Europe, Far East
Product Focus: Software (CAD/CAM)
Services: Export middleman with 30 agents and distributors worldwide

EXTECH INTERNATIONAL CORP.
150 Bear Hill Road
Waltham, MA 02154
Contact: Mr. Gerald Blakeley
Phone: (617) 890-7440
Fax: (617) 890-7864
Telex: 940913
Established: 1971
Geographic Focus: Worldwide
Product Focus: Instrumentation, controls for water purfication

F.A.B. ENGINEERING
68 Fletcher Street
Winchester, MA 01890
Contact: F. A. Bares, President
Phone: (617) 729-3656
Established: 1988
Geographic Focus: Europe

FAITH INTERNATIONAL COMPANY
250 Congress Avenue
Willow Park, Unit #11
Chelsea, MA 02150
Contact: Ivan Ngan
Phone: (617) 889-5282
Fax: (617) 884-7641
Established: 1989
Geographic Focus: Asia
Services: Import/Export

GLOU INTERNATIONAL, INC.
P.O. Box 601
400 Hunnewell Street
Needham, MA 02192
Contact: Mr. Alan Glou
Phone: (617) 449-3310
Fax: (617) 449-3358
Established: 1974
Associates: 5
Geographic Focus: Europe, Scandinavia, Pacific Rim, Israel
Services: Retained executive search and strategic management consulting

GLYNN INTERNATIONAL, INC.
14 Alton Court
Brookline, MA 02146
Contact: Mr. Joseph Glynn
President
Phone: (617) 232-5400
Established: 1986
Associates: 3
Geographic Focus: Europe and Far East
Product Focus: Computer peripherals, software, biomedical, medical equipment, and telecommunications

HAGAN AND COMPANY
283 Franklin Street
Suite 200
Boston, MA 02110
Contact: Ms. Kathleen Hagan
Phone: (617) 542-5945
Fax: (617) 338-4054
Telex: 940103 WU
Established: 1987
Associates: 4
Geographic Focus: Western Europe, Canada, Far East
Services: International marketing, management and strategy development services; specializing in assisting small to medium sized firms, both domestic and foreign, with international expansion

HARBRIDGE HOUSE, INC.
11 Arlington Street
Boston, MA 02116
Contact: Mr. George J. Rabstejnek
CEO
Phone: (617) 267-6410
Fax: (617) 267-5836
Established: 1950
Associates: 220
Geographic Focus: Worldwide
Product Focus: Management education, training and consulting

RUDOLPH W. HARDY
43 Cypress Road
Wellesley, MA 0218
Phone: (617) 235-4708
Established: 1981
Associates: 1
Geographic Focus: Germany, EEC
Product Focus: Research contracts, foreign investments, joint ventures, location, banking and other services, biotechnology, innovative products & services

I. SOLOMON METAL CO., INC.
580 Lynnway
Lynn, MA 01905
Contact: Mr. Steven M. Solomon
Phone: (617) 581-7000
Fax: (617) 599-6130
Telex: 940103
Established: 1940

INDUSTRIAL MARKET RESEARCH ASSOCIATES
239 Newburyport Turnpike
P.O. Box 288
Topsfield, MA 01983
Contact: Mr. James G. Anderson
Phone: (508) 887-8788
Fax: (508) 887-2365
Established: 1980
Geographic Focus: Canada
Product Focus: Computers, related equipment, robotics, telecommunications equipment

INFORMATION GATEKEEPER, INC.
214 Harvard Avenue
Allston, MA 02134
Contact: Mr. Paul Polishuk
Phone: (617) 232-3111
Fax: (617) 734-8562
Telex: 4996088 Fiber
Established: 1977
Associates: 12
Geographic Focus: Japan, Eastern & Western Europe
Product Focus: Computers and related equipment, telecommunications equipment, local area networks
Services: Provides market research

INTERCONSULT, INC.
366 Massachusetts Avenue
Arlington, MA 02174
Contact: Mr. David Goodstein
Phone: (617) 646-9600
Fax: (617) 646-9615
Associates: 10
Product Focus: Electronic publishing systems
Services: Provides market research, stategic consulting, world market studies, channel development for integrated software, hardware and peripherals
Geographic Focus: Europe & Japan; office in Switzerland

INTERNATIONAL ADVISORY SERVICE
P.O. Box 922
1085 Summer Street
S. Lynnfield, MA 01940
Contact: Mr. Robert Harriss
Phone: (617) 599-3500
Established: 1945
Associates: 4
Product Focus: Leather and footware
Geographic Focus: Worldwide

INTERNATIONAL DISPLAY SERVICES
1492 Kelton Drive
Stone Mountain, GA 30083
Contact: Ms. Valerie Philip
Account Executive
Phone: (404) 294-6677
Fax: (404) 292-4218
Established: 1989
Associates: 2
Geographic Focus: Asia, Europe
Services: Turn-key exhibit services for a global network of trade show professionals

INTERNATIONAL INTEGRATED TECHNOLOGIES, INC.
World Trade Center, Suite 400
Boston, MA 02210
Contact: Mr. Juan R. Serur, M.D.
Chairman
Phone: (617) 439-5329
Fax: (617) 439-5396
Established: 1989
Associates: 2
Geographic Focus: Latin America, Caribbean; affiliated offices in Buenos Aires, Argentina, and Washington, D.C.
Product Focus: Biotechnology
Services: Arranges direct sales, structures joint ventures

INTERNATIONAL SOURCING ASSOCIATES
256 Captain Eames Circle
Ashland, MA 01721
Contact: Burt Gerber, President
Phone: (508) 881-8631
Fax: (508) 881-8686
Established: 1983
Geographic Focus: Asia
Product Focus: Valve industry

INTERNATIONAL SPECIALIZED LANGUAGE SEMINARS
P.O. Box 2058
Westfield, MA 01086
Contact: Mr. Lloyd F. Gracey, Jr.
Director
Phone: (413) 562-7064
Fax: (413) 568-5484
Services: Presents seminars on the basics of exporting: letters of credit, pro forma invoices, freight forwarding

INTERNATIONAL TRADE MANAGEMENT CORP.
136 Beethoven Street
Waban, MA 02168
Contact: Mr. Ted Korelitz, President
Phone: (617) 969-8540
Fax: (617) 969-8546
Established: 1984
Geographic Focus: Korea, China, Japan, Taiwan, India, Hong Kong Thailand, Australi
Services: Representation in international trade, sourcing of raw materials, products and technology, locating joint venture partners for cooperative manufacturing

INTERNATIONAL VENTURE MANAGEMENT, INC.
25 Dorchester Avenue
P.O. Box 1712
Boston, MA 02205
Contact: Mr. Russell Deutsch
Phone: (617) 268-1481
Fax: (617) 269-8650
Telex: 6503529232 MCIUW
Established: 1984
Associates: 5
Geographic Focus: Europe, East Bloc, Far East
Services: International business development

INTRAL CORPORATION
World Trade Center 316
Boston, MA 02210
Contact: Mr. Joseph V. McCabe
President
Phone: (617) 439-5880
Fax: (617) 439-5850
Telex: 940 575
Established: 1987
Associates: 2
Geographic Focus: Worldwide
Services: International logistics management services

KOREA STRATEGY ASSOCIATES, INC.
124 Mount Auburn Street
Suite 200
Cambridge, MA 02138
Contact: Dr. Karl Moskowitz
Phone: (617) 576-5773
Fax: (617) 436-7524
Telex: 314197 KORSTRTA CAM
Established: 1984
Associates: 4
Geographic Focus: Korea, South East Asia; office in Seoul, Korea

MADSEN MARKETING STRATEGIES
31 Kidder Ave
Somerville, MA 02144
Contact: Ms. Carol J. Madsen
Principal
Phone: (617) 628-9297
Established: 1985
Associates: 1
Geographic Focus: Africa, Phillipines, USSR

MARUBENI
20 Williams Street
Wellesley, MA 02181
Contact: Mr. Y. Yagi
Phone: (617) 237-2115
Established: 1975
Geographic Focus: Japan
Product Focus: Semi-conductors, electrical machinery, instrumentation, electrical-mechanical components

MASSACHUSETTS SEMICONDUCTOR
SUPPLY, INC.
Lakeside Office Park
Wakefield, MA 01880
Phone: (617) 246-2737
Fax: (617) 246-2472
Established: 1970
Contact: Mr. William Durkin
Geographic Focus: Asia, Eastern & Western Europe

MCKIM GROUP
225 Riverview Avenue
Waltham, MA 02254
Contact: Mr. Clinton McKim
Phone: (617) 647-5560
Fax: (617) 891-8375
Telex: RCA 200182 McKim UR
Established: 1925
Associates: 16
Geographic Focus: Worldwide

MIDDLE EAST TRADING AGENTS
INTERNATIONAL, INC.
Vernon Street
Box 135
Framingham, MA 01701
Contact: Mr. Ukendi M. Kasongo
Phone: (508) 655-9811
Fax: (508) 653-1785
Geographic Focus: Middle East
Services: Locates services and products needed by businesses in the Middle East.

MISMA COMPANY, INC.
140 Tremont Street
P.O. Box 315
Everett, MA 02149
Contact: Mr. Joel Selznick
Phone: (617) 389-4653
Established: 1949
Associates: 3
Product Focus: Elastics, leather, plastics, synthetics, textiles, vinyls

NEW ENGLAND JAPANESE CENTER
945 Concord Street, Suite 118
Framingham, MA 01701
Contact: Ms. Ikuko Atsumi
Phone: (617) 879-3808
Fax: (617) 875-4925
Telex: 0948477
Established: 1983
Associates: 8
Geographic Focus: Japan

NOVA TECHNOLOGY CORPORATION
64 Main Street
Gloucester, MA 01930
Contact: Mr. Michael Campbell
Phone: (508) 281-1222
Fax: (508) 281-3303
Established: 1982
Associates: 5
Geographic Focus: Eastern & Western Europe, Asia

OCCIENT CORPORATION
401 Commonwealth Avenue
Boston, MA 02215
Contact: Mr. Jeffrey D. Rosenberg
Phone: (617) 266-1818
Fax: (617) 266-2196
Telex: 6714606
Established: 1985
Geographic Focus: China, Taiwan, Thailand, Phillipines, Japan, Europe
Product Focus: Leather and footware, medical devices, telecommunications equipment
Services: International trade consulting, manufacturing, real estate venture capital

ORIENTATION, INC.
101 Coolidge Street
Hudson, MA 01749
Contact: Mr. Ken Takahashi
Phone: (508) 568-0509
Fax: (508) 562-3789
Established: 1971
Associates: 6
Geographic Focus: Asia, Japan
Product Focus: Computers and related equipment, medical devices

P.H.B. INTERNATIONAL
30 Bridge Street
Watertown, MA 02172
Contact: Mr. Paul Goldman
Phone: (617) 923-0611
Fax: (617) 924-1628
Established: 1961
Geographic Focus: Worldwide
Product Focus: Leather and footware

PAN PACIFIC ASSOCIATES
37 Meagher Avenue
Milton, MA 02186
Contact: Mr. Michael Cooney, President
Phone: (617) 698-4749
Fax: (617) 696-1082
Associates: 2
Established: 1988
Geographic Focus: Asia
Product Focus: Seafood and other consumer goods

PARKER INTERNATIONAL
198 Pond Street
Franklin, MA 02038
Contact: Mr. Paul P. Clarke
Phone: (508) 528-3200
Fax: (508) 528-6700
Telex: 4972540 PARK UI
Established: 1975
Associates: 24
Geographic Focus: Africa, Asia, Central America
Product Focus: Telecommunications equipment, meteorological equipment, X-ray security systems

PAX TECHNOLOGIES INTERNATIONAL
25 Russell Street
Somerville, MA 02144
Contact: Dr. William S. Rosenberg
President
Phone: (617) 547-1474
Established: 1978
Geographic Focus: Worldwide; office in London
Services: Technology acquisition, technology placement, joint ventures, mergers; assistance defining new overseas market, and assisting in negotiations

POELLMITZ ASSOCIATES
P.O. Box 2055
Duxbury, MA 02331
Contact: Mr. William Poellmitz
Phone: (617) 585-4000
Fax: (617) 585-9324
Telex: 4430142
Established: 1962
Geographic Focus: Africa, Asia, Latin America
Product Focus: Aviation and ground support equipment, clean room equipment, meterological equipment

POLYGON INDUSTRIES
85 E. India Row,
Number 15-C
Boston, MA 02110
Contact: Mr. N. Alikhani
Phone: (617) 367-8454
Established: 1986
Associates: 3
Geographic Focus: Eastern and Western Europe
Product Focus: Clothing, factory machinery parts

POSITRON
30 Main Street
Ashland, MA 01721
Contact: Mr. Naren Kamdar
Phone: (508) 881-2312
Fax: (508) 881-6238
Telex: 948481
Established: 1980
Geographic Focus: Asia, Eastern and Western Europe
Product Focus: Computers and related equipment

THE RALPH MAY ORGANIZATION
17 Walden Street
Winthrop, MA 02152
Contact: Mr. Barry C. Thomas
Phone: (617) 846-9610
Fax: (617) 539-0230
Telex: 6817029 WUI
Established: 1960
Associates: 3
Geographic Focus: Worldwide
Product Focus: Leather and footware

RAMIL & COMPANY, INC.
40 Salem Street
Lynnfield, MA 01940
Contact: Mr. Manuel B. Ramil
Phone: (617) 245-9050
Fax: (617) 245-1663
Telex: 951886 RAMIL LYFL
Established: 1930
Associates: 6
Geographic Focus: Central America
Product Focus: Leather and footware, machinery, plastics and chemicals

R & D ASSOCIATES
P.O. Box 360
Sagamore, MA 02561
Contact: Mr. Robert Siegel
President
Phone: (617) 585-9015
Fax: (617) 934-0697
Telex: 910 250 1398
Established: 1988
Associates: 2
Geographic Focus: Worldwide
Product Focus: Laboratory, hospital equipment, medical devices, and chemical processing, packaging equipment
Services: International sales consultants and managers, specializing in the organization of foreign agents

R.L. ELECTRONICS, INC.
153 B Main Street
Everett, MA 02149
Contact: Mr. Raymond Lepore
President
Phone: (617) 389-6160
Fax: (617) 389-6086
Established: 1980
Associates: 1
Product Focus: Electronic components, precision force measuring components, and instrumentation for process control
Geographic Focus: Worldwide

SARPA TRADING CO., INC.
327 A Street
Boston, MA 02210
Contact: Mr. Papken Apelian
Phone: (617) 484-4550
Established: 1974
Product Focus: Used clothing

SEMTEX INTERNATIONAL
400 W. Cummings Park
Woburn, MA 01801
Contact: Mr. Enrico Schwinner
Phone: (617) 935-2150
Fax: (617) 935-6637
Established: 1960
Geographic Focus: Worldwide
Product Focus: Electronic components

SERVICES INTERNATIONAL, LTD.
Cape Ann Industrial Park
Gloucester, MA 01930
Contact: Mr. Robert H. Briscoe
Phone: (508) 281-1163
Fax: (508) 281-6428
Established: 1970
Associates: 4
Geographic Focus: Worldwide
Product Focus: Electric vehicle winches, marine and boat accessories, tools and hardware

SHIELDS & SMITH TRADING CO., INC.
58 Progress Avenue
P.O. Box 857
W. Springfield, MA 01089
Contact: Mr. James M. Smith
Phone: (413) 739-2499
Fax: (413) 735-5138
Established: 1982
Associates: 2
Geographic Focus: Australia, New Zealand, Japan, Western Europe

SSC INSTRUMENTATION, INC.
23 Bradford Street
West Concord, MA 01742
Contact: Mr. Ismail Nabin
Phone: (508) 371-2800
Fax: (508) 371-3104
Telex: 6711013
Established: 1972
Geographic Focus: Middle East
Product Focus: Medical devices

STAATS INTERNATIONAL
One Memorial Drive
Cambridge, MA 02143
Contact: Mr. Calvin Opitz
Phone: (617) 577-1550
Fax: (617) 494-1376
Dstablished: 1976
Geographic Focus: Asia, Eastern and Western Europe, Middle East
Product Focus: Architecture design, office furniture, fixtures and equipment

SUREL INTERNATION@L, INC.
535 Worcester Road
Route 9
Framingham, MA 01701
Contact: Mr. Emil G. Surel
Phone: (508) 872-6808
Fax: (508) 872-6808
Telex: 7103477538
Established: 1972
Associates: 6
Geographic Focus: Worldwide

TECH TRADE, INC.
284 Arlington Street
Acton, MA 01720
Contact: Mr. J. Grondstra
Phone: (508) 263-8212
Established: 1986
Associates: 1
Geographic Focus: Western Europe
Product Focus: Computers and related equipment, instrumentation

TECHEXPORT, INC.
One Northern Avenue
Burlington, MA 01803
Contact: Mr. James Dadmun
Phone: (617) 229-6900
Established: 1971
Associates: 130
Geographic Focus: Worldwide
Product Focus: Computer graphic products

TEKNIS CORPORATION
P.O. Box 3089
North Attleboro, MA 02761
Contact: Mr. Harold Friedman
Phone: (508) 695-3591
Fax: (508) 699-6059
Telex: 200152
Established: 1959
Associates: 20
Geographic Focus: Worldwide
Product Focus: Electronic components

THINK INTERNATIONAL CORPORATION
303 Congress Street
Boston, MA 02210
Contact: Mr. Ivar Hegstad
Phone: (617) 235-6391
Fax: (617) 239-8005
Telex: 323717 REG
Established: 1980
Geographic Focus: Scandinavia

TRADEX AMERICA, INC.
P.O. Box 271
Boxford, MA 01921
Contact: Mr. Philip C. Salmon
Phone: (617) 567-0495
Fax: (508) 887-6657
Established: 1982
Associates: 4
Geographic Focus: Western Europe
Product Focus: Consumer and clothing products, industrial products, seafood

TRI B CORPORATION
72 Brookside Drive
Longmeadow, MA 01106
Contact: Ms. B.A. Mouchantat
Phone: (413) 567-1545
Fax: (413) 567-0344
Telex: 988713 TRI B
Established: 1986
Associates: 1
Geographic Focus: India, Italy, Middle East, UK/ Ireland
Product Focus: Parts for energy production

UNITED INTERNATIONAL, INC.
11 Lawrence Street
P.O. Box 432
Lawrence, MA 01842
Contact: Mr. Andrew K. Kim
Phone: (508) 858-0017
Fax: (508) 851-2724
Telex: 4948514 UISTEK
Established: 1977
Geographic Focus: China, Japan, Korea, Latin America, West Germany
Product Focus: Cosmetic/toilet preparations, construction/mining equipment, environmental/ control equipment, medical devices, scientific laboratory equipment

VENTURE SALES ASSOCIATES
Two Franklin Commons
Framingham, MA 01701
Contact: Mr. Edward Shulkin
Director of Marketing
Phone: (508) 879-1181
Fax: (508) 872-7727
Established: 1980
Associates: 3
Geographic Focus: Canada, Asia, Europe
Product Focus: Consumer goods
Services: Develops marketing and sales programs

VIKING INTERNATIONAL
325 Boston Post Road
P.O. Box 298
Wayland, MA 01778
Contact: Mr. Richard M. Laskey
Phone: (508) 358-7340
Fax: (508) 358-5723
Telex: 362453 VIKING
Established: 1982
Associates: 2
Geographic Focus: Eastern & Western Europe

WATSON EXPORT CORPORATION
72 Sharp Street
Hingham, MA 02043
Contact: Mr. George S. Watson
Phone: (617) 331-7660
Fax: (617) 331-7661
Telex: 247316 ARTF UR
Established: 1972
Associates: 3
Geographic Focus: Asia, Latin America, Middle East
Product Focus: Leather and footware

WELLESLEY INTERNATIONAL CORP.
148 Linden Street
Wellesley, MA 02181
Contact: Mr. William C. Poellmitz
Phone: (617) 235-2000
Fax: (617) 239-1616
Telex: 4973200 WLSY UI
Established: 1985
Associates: 6
Geographic Focus: Worldwide
Product Focus: Export services for technology based products

WORLD ACCESS CORPORATION
15 Deerfield Street
P. O. Box 356
Kenmore Square
Boston, MA 02215
Contact: Mr. Robert L. Lapides
Director
Phone: (617) 963-5521
Fax: (617) 963-6856
Telex: 6817514
Established: 1984
Geographic Focus: Worldwide
Services: Trade show promotion and representation

WPI, INCORPORATED
P.O. Box 2077
17 Dunster Street, Suite 208
Cambridge, MA 02138
Contact: Ms. Jacquie L. Kay, President
Mr. Stephen F. Hall, Director
Phone: (617) 864-2042
Fax: (617) 864-7757
Telex: 4933608 WPI INC
Established: 1973
Associates: 12
Geographic Focus: Worldwide
Services: International marketing, market research, import/export trade services, and business development

ZED GROUP INC.
248 Broadway
IMC Box 6475
Chelsea, MA 02150
Contact: Mr. Robert Zisa
Phone: (617) 889-2220
Fax: (617) 889-0170
Telex: 951004 ZED WTRP
Established: 1970
Associates: 8
Geographic Focus: Worldwide
Product Focus: Cable, crafts, cutting tools for plastics, industrial/electrical trades, soldering equipment, tools, machinery for printed circut board assembly

FREIGHT FORWARDERS/ CUSTOM HOUSE BROKERS

Freight forwarders/custom house brokers provide assistance in all aspects of the export shipment process from U.S. export licensing requirements, completing export documentation, and clearing the shipment through customs at its foreign designation. Freight forwarders can also advise exporters with respect to freight costs, port charges, consular fees, insurance coverage, special documentation, and export packaging.

A & A, LTD.
239 Prescott Street
Logan International Airport
East Boston, MA 02128
Contact: Mr. Jeffrey Renaut
Phone: (617) 567-7678
Fax: (617) 567-5759
Year Established: 1970

A & M CUSTOM BROKERS
One Mass Tech Center
Logan International Airport
E. Boston, MA 02128
Contact: Mr. Ron Dudevoir
Phone: (617) 567-0272
Fax: (617) 561-0509
Telex: 940478

A.N. DERINGER, INC.
161 Prescott Street
Logan International Airport
East Boston, MA 02128
Contact: Mr. William Kiley
Phone: (617) 569-2886
Fax: (617) 569-5275
Telex: 4974413

ADVANCE BROKERS, LTD.
201 Sumner Street
P.O. Box 447
East Boston, MA 02128
Contact: Mr. David E. Katzman, President
Phone: (617) 561-0300
Fax: (617) 567-3274
Telex: 940776 ADVANCE BSN
Year Established: 1957

AIR EXPRESS INTERNATIONAL/PANDAIR, INC.
Logan International Airport
Eastern Cargo Terminal
East Boston, MA 02128
Contact: Mr. Robert Gard, District Manager
Phone: (617) 569-6300
Fax: (617) 569-1085
Telex: 4430189

AIR GENERAL, INC.
One International Way
Peabody, MA 01960
Contact: Mr. Warren Appell
Phone: (617) 246-3327

AIR SOURCE EXPRESS, INC.
Logan International Airport
Center Airfreight Terminal
East Boston, MA 02128
Contact: Ms. Connie Maglio
Phone: (617) 569-4693
Fax: (617) 569-4706

AMERFORD INTERNATIONAL CORPORATION
135 Bremen Street
East Boston, MA 02128
Contact: Mr. Joseph E. Thompson
Phone: (617) 569-5830
Fax: (617) 569-0261
Telex: 4430183

AMERICAN CUSTOMS BROKERS CO., INC.
World Trade Center, Suite 719
Boston Ma 02210
Contact: Mr. John L. Ross
Phone: (617) 439-5216
Fax: (617) 439-5220
Telex: 284929
Year Established: 1983:
Number of Associates: 6

AMERICAN SHIPPERS, INC.
90 Western Ave.
Allston, MA 02134
Phone: (617) 782-9574
Fax: (617) 254-7458

ARIMAR
59 Highland Ave.
Cohasset, MA 02025
Contact: Mr. Tom Atkinson
Phone: (617) 383-1097
Telex: 4430156

ASSOCIATED AIR FREIGHT, INC.
240 McClellan Highway
East Boston, MA 02128
Contact: Mr. Richard Gay
Phone: (617) 569-4100
Fax: (617) 567-8725
Telex: 201842

ATLANTIC AIR EXPRESS, INC.
Logan International Airport
East Boston, MA 02128
Contact: Mr. Michael Bucciero
Phone: (617) 567-4304
Fax: (617) 569-0027

BARRY INTERNATIONAL FORWARDING, INC.
280 Eastern Ave.
Chelsea, MA 02150
Phone: (617) 884-6070

BOSTON BAY BROKERS, INC
225 Friend Street
Boston Ma 02114
Contact: Mr. Richard Macchune
Phone: (616) 227-5851
Fax: (617) 227-0473
Telex: 0951080
Year Established: 1981
Number of Associates: 7

BOSTON BUFFALO EXPRESS, INC.
220 West Second Ave.
South Boston, MA 02127
Contact: Mr. Jack Downs
Phone: (617) 269-1025

BOSTON CONSOLIDATION SERVICE
31 Fargo Street
P.O. Box 404
S. Boston, MA 02126
Contact: Mr. Robert T. Coyne
Phone: (617) 451-3400
Fax: (617) 451-6749
Telex: 94-0390
Year Established: 1974
Number of Associates: 1
Additional Comments: Provide international consolidation services.

BRIAN A. HILL
One Hill Cargo Facility
Logan International Airport
East Boston Ma 02128
Contact: Mr. Peter Bogart
Phone: (617) 569-5200
Fax: (617) 569-2541
Telex: 5106003071

BRUNING INTERNATIONAL CORPORATION
P.O. Box 504
East Boston, MA 02128
Contact: Mr. Donald R. Bruning, President
Phone: (617) 884-3349
Fax: (617) 889-5372

BURLINGTON AIR EXPRESS
290 McClellan Highway
East Boston, MA 02128
Contact: Mr. Rick Nee
Phone: (617) 569-5010
Telex: 2277782

KAREN A. BUSENBURG
Euro-American Building
375 Airport Drive
Worcester, MA 01602
Contact: Ms. Karen Busenburg
Phone: (508) 755-7275
Fax: (508) 755-8046
Year Established: 1973

C.F. AIR FREIGHT
280 Eastern Avenue
Chelsea, MA 02141
Contact: Ms. Judy Barretto
Phone: (617) 237-0432
Fax: (617) 884-9660

CARGO-TREX INC.
Logan International Airport
North Cargo Terminal
East Boston, MA 02128
Contact: Mr. A. Tumbarello
Phone: (617) 569-7667
Fax: (617) 561-1049
Telex: 4392478
Year Established: 1984
Number of Associates: 14

CARIBBEAN INTERNATIONAL OVERSEAS SHIPPING
481 Washington Street
Dorchester, MA 02124
Contact: Mr. Louis Desouza
Phone: (617) 436-5198

CLIPPER EXPRESS
15 East Street
Cambridge, MA 02141
Contact: Mr. Ron Cicco
Phone: (617) 547-9612
Fax: (617) 547-4764

COMPASS FORWARDING
440 McClellan Highway
East Boston, MA 02128
Contact: Mr. Ron Prior, Station Manager
Phone: (617) 569-8574
Fax: (617) 569-7532
Telex: 6817547

CONSOLIDATED FREIGHTWAYS
295 Salem Street
Woburn, MA 01801
Contact: Mr. Dan L. Witmer, Terminal Manager
Phone: (617) 935-3300

CROSS CON TERMINALS, INC.
488 Quincy Ave.
Quincy, MA 02169
Contact: Mr. Patrick Dwyer
Phone: (617) 770-2550

D. & J. MOTOR COMPANY, INC.
Logan International Airport
East Boston, MA
Phone: (617) 567-2605

D. REARDON & COMPANY
6 Eagle Square
East Boston, MA 02128
Contact: Mr. Don Reardon
Phone: (617) 569-6597
Fax: (617) 561-0098

DAVIES TURNER & COMPANY
89 Broad Street
Boston, MA 02110
Contact: Ms. Gloria McCarthy
Phone: (617) 357-5044
Fax: (617) 357-5509

DEMETRIOS AIR FREIGHT COMPANY
130 Eastern Avenue
Chelsea, MA 02150
Contact: Mr. D.Tsiaousopoulos
Phone: (617) 889-5700
Fax: (617) 889-0408
Telex: 5106001227
Year Established: 1974
Number of Associates: 4

DOLLIFF & CO., INC.
395 Maverick Street
East Boston, MA 02128
Contact: Mr. Donald Eldriege
Phone: (617) 560-0900
Fax: (617) 561-0181
Telex: 940003

DOLPHIN FORWARDING
56 Oak Hill Road
Brockton, MA 02403
Contact: Ms. Margaret M. White
Phone: (508) 588-1250
Fax: (508) 580-1651
Telex: 0288996
Year Established: 1964
Number of Associates: 21

DORF INTERNATIONAL, INC.
256 Friend Street
Boston, MA 02114
Fax: (617) 227-8932
Phone: (617) 227-3129

DYNASTY INTERNATIONAL, INC.
Mass Tech Center, 217 S
Logan International Airport
East Boston, MA 02128
Contact: Mr. John D. Fitzpatrick
Phone: (617) 569-5969
Fax: (617) 569-9052
Telex: 6711843
Year Established: 1985
Number of Associates: 10

E. & J. CONSOLIDATING, INC.
70 Western Ave.
Allston, MA 02134
Contact: Mr. Paul Buckley
Phone: (617) 782-8622
Fax: (617) 787-1570

E. SIDNEY STOCKWELL CO., INC.
225 Friend Street, P.O. Box 8987
Boston, MA 02114
Contact: Mr. Richard Auffrey
Phone: (617) 742-0218
Fax: (617) 742-7377
Year Established: 1950
Number of Associates: 9

EMERY WORLDWIDE
One Mass Tech Center, Suite 215 N
Logan International Airport
East Boston, MA 02128
Contact: Ms. Barbara Winkler, Office Supervisor
Phone: (617) 569-6266
Fax: (617) 569-6269

EURO-AMERICAN AIR FREIGHT FORWARDING CO., INC.
15 East Street
Cambridge, MA 02142
Contact: Mr. Barry Connolley
Phone: (617) 492-3876
Fax: (617) 547-2708
Year Established: 1965

EURO-AMERICAN AIR FREIGHT FORWARDING CO., INC.
375 Airport Drive
Worcester, MA 01602
Contact: Mr. David D. Busenburg
Phone: (508) 755-5050
Fax: (508) 752-6020
Year Established: 1965

EXPEDITORS INTERNATIONAL OF WASHINGTON, INC.
161 Prescott Street
East Boston, MA 02128
Phone: (617) 569-8460

F.H. FENDERSON, INC.
239 Prescott Street, Suite 314
East Boston, MA 02128
Contact: Ms. Karen Galatis
Phone: (617) 227-6100
Fax: (617) 561-0404
Year Established: 1950
Number of Associates: 50

F.W. MYERS & COMPANY
395 Maverick Street
East Boston, MA 02128
Phone: (617) 569-2600

FEDERAL EXPRESS
275 Albany Street
Boston, MA 02118
Contact: Mr. Fred Smith
Phone: (800) 238-5355

FRITZ AIR FREIGHT
One Mass Tech Center, Suite 218 S
Harbor Side Drive
E. Boston, MA 02128
Contact: Mr. Skip Giles
Phone: (617) 569-6026
Fax: (617) 569-6863
Telex: 211040

GLOBAL FREIGHT INTERNATIONAL
One Mass Tech Center, Suite 109
East Boston, MA 02128
Contact: Mr. Bernard Wilcken
Phone: (617) 569-1626
Fax: (617) 569-7986
Telex: 0200117
Year Established: 1982
Number of Associates: 6

GOFF & PAGE COMPANY
332 Bremen Street
East Boston, MA 02128
Contact: Ms. Berta Leary
Phone: (617) 569-4150
Fax: (617) 569-6535
Telex: 948158 211374

GOMEZ & COMPANY
55 American Legion Highway
Revere, MA 02151
Contact: Mr. Joe Bosco
Phone: (617) 286-4100
Fax: (611) 289-4751
Telex: 940318

H. GIBBS EXPRESS, INC.
264 River Street
Haverhill, MA 01832
Contact: Mr. Robert Gibbs
Phone: (508) 372-3521

H. P. LAMBERT CO., INC.
256 Friend Street
Boston, MA 02114
Contact: Mr. M.F. Scavitto
Phone: (617) 227-3129
Fax: (617) 227-8932

HARPER ROBINSON & COMPANY
160 McClellan Highway
East Boston, MA 02128
Contact: Ms. D.J. Peloquin
Phone: (617) 569-5066
Fax: (617) 569-5296

HOLMES TRANSPORTATION, INC.
506 Cottage Street
Springfield, MA 01104
Contact: Mr. G. Cosmopoulos
Phone: (413) 781-0913

HUB AIR INTERNATIONAL, LTD.
140 Eastern Ave.
Chelsea, MA 02150
Contact: Mr. William Lippman
Phone: (617) 884-5946
Fax: (617) 889-0663
Telex: 6711509
Year Established: 1981
Number of Associates: 4

HUB CITY BOSTON TERMINAL, INC.
30 Turnpike Road, Suite 9
Southboro, MA 01772
Contact: Mr. Alan Marks
Phone: (508) 485-7300
Fax: (508) 460-0952
Year Established: 1980
Number of Associates: 9

INTERCONTINENTAL TRANSPORT SERVICES
Logan International Airport
East Boston, MA 02128
Contact: Mr. David W. Maloney
Phone: (617) 569-4400
Fax: (617) 523-6813
Telex: 174031
Year Established: 1962
Number of Associates: 50

INTERNATIONAL CUSTOMS SERVICE
440 McClellan Highway
P.O. Box 426
East Boston, MA 02128
Contact: Mr. Bill Courtney
Phone: (617) 569-5585
Fax: (617) 569-7164
Telex: 94-0782

INTERNATIONAL TRANSPORTATION GROUP, INC.
440 McClellan Highway, Suite 112
East Boston, MA 02128
Contact: Mr. Frank O'Rorke, President
Phone: (617) 569-8778
Fax: (617) 569-8702
Telex: 4976641 ITG
Year Established: 1988
Number of Associates: 3

INTERTRANS CORPORATION
250 Lee Burbank Highway
Revere Ma 02151
Contact: Mr. Edward J. Flynn
Phone: (617) 284-7100
Fax: (617) 284-9828
Telex: 4430220
Year Established: 1980
Number of Associates: 350

J.D. MACDONALD & CO., INC.
One Mass Tech Center
Logan International Airport
East Boston, MA 02128
Contact: Mr. James MacDonald
Phone: (617) 569-1640
Fax: (617) 569-6382
Telex: 1287210
Year Established: 1977
Number of Associates: 47

J.F. MORAN COMPANY
One Mass Tech Center
Logan International Airport
East Boston, MA 02128
Contact: Mr. William P. Black
Phone: (617) 569-7115
Fax: (617) 569-9125
Telex: 6817381
Year Established: 1937
Number of Associates: 85

JACKY MAEDER, LTD.
239 Prescott Street
East Boston, MA 02128
Contact: Mr. Benno Bartholdi
Phone: (617) 561-0442
Fax: (617) 567-8875
Telex: 174145

JOHN A. CONKEY & CO., INC.
67 Broad Street
Boston, MA 02109
Contact: Mr. Edmund A. Goodhue
Phone: (617) 439-4466
Fax: (617) 439-4485
Telex: 0940430
Year Established: 1878
Number of Associates: 20

K-LINE AIR SERVICES U.S.A, INC.
440 McClellan Highway
East Boston, MA 02128
Contact: Mr. Yamamoto
Phone: (617) 569-8450
Fax: (617) 569-1937

KAMDEN INTERNATIONAL SHIPPING
440 McClellan Highway
East Boston, MA 02128
Contact: Mr. Barry Watson
Phone: (617) 569-4600
Fax: (617) 569-1528
Telex: 200164

M. H. GARVEY & COMPANY
148 State Street
Boston, MA 02109
Contact: Mr. Frank Garvey
Phone: (617) 523-6226
Fax: (617) 742-9479
Telex: 928257

MAGIC CUSTOMS BROKERS, INC.
395 Maverick Street
East Boston, MA 02128
Contact: Mr. James E. Francis
Phone: (617) 567-7325
Fax: (617) 561-0730
Year Established: 1984
Number of Associates: 4

MAGIC FREIGHT SERVICES, INC.
N. Cargo Terminal Building #15
Logan International Airport
East Boston, MA 02128
Contact: Mr. Frank J. Puleio
Phone: (617) 567-7437
Fax: (617) 567-5734
Telex: 4940114
Year Established: 1984
Number of Associates: 2

NATIONAL FREIGHT, INC.
194 Ayer Road
Littleton, MA 01460
Contact: Mr. Charles Page
Phone: (508) 486-8571

NIPPON EXPRESS U.S.A., INC.
50 S. Harbor Side Drive
Logan International Airport
East Boston, MA 02128
Contact: Mr. Kazutami Kataoba
Phone: (617) 569-7770
Fax: (617) 569-8819
Telex: 0200071
Year Established: 1972
Number of Associates: 29

NIPPON LINER SYSTEMS (ATLANTIC)
148 State Street, Suite 708-709
Boston, MA 02109
Contact: Ms. Kate McInvain
Phone: (617) 723-6620
Fax: (617) 723-6623

NORTHEAST INTERNATIONAL AIR FREIGHT, INC.
239 Prescott Street
P.O. Box 101
East Boston, MA 02128
Contact: Mr. Maurice M. Evans, V.P.
Phone: (617) 569-5886
Fax: (617) 569-8620
Telex: 940374

OCEANAIR, INC.
112 Railroad Street
Revere, MA 02151
Contact: Mr. Edward S. Kaplan, President
Phone: (617) 286-2700
Fax: (617) 286-3095
Telex: 6817309
Year Established: 1983
Number of Associates: 50

OCS AMERICA, INC.
875 Main Street
Cambridge, MA 02139
Contact: Mr. Dave Rosenthal
Phone: (617) 497-2344
Fax: (617) 497-1415
Telex: 4972895

OMNITRANS CORPORATION, LTD.
290 McClellan Highway
East Boston, MA 02128
Contact: Mr. V. Szynkiewicz
Phone: (617) 569-8420
Fax: (617) 227-7782
Telex: 3722990

P.K.O. LIMITED
161 Prescott Street
East Boston, MA 02128
Contact: Mr. Phillip Coughlin
Phone: (617) 569-8460
Fax: (617) 561-0390
Telex: 6817184

PANALPINA, INC.
10 Griffin Way
Chelsea, MA 02150
Contact: Mr. Ferdinand Kurt, Branch Manager
Phone: (617) 889-0019
Fax: (617) 889-6485
Telex: 200256

PERSONAL MAIL SERVICE
401 Dickinson Street
Springfield, MA 01108
Contact: Ms. Harriet Segall
Phone: (413) 734-3033
Fax: (413) 787-2187

PILOT AIR FREIGHT CORPORATION
8 New Street
East Boston, MA 02128
Contact: Mr. Tom Bailey
Phone: (617) 569-5915
Fax: (617) 561-0187

PIONEER VALLEY REFRIGERATED WAREHOUSE, INC.
700 Plainfield Street
Chicopee, MA 01013
Contact: Mr. Clement Deliso
Phone: (413) 736-1976
Fax: (413) 731-7978
Year Established: 1947
Number of Associates: 25

PROFIT/LEP INTERNATIONAL
370 McClellan Highway
East Boston, MA 02128
Contact: Mr. Michael Caseley
Phone: (617) 569-5900
Fax: (617) 567-3271

RANDY INTERNATIONAL
251 Bremen Street
East Boston, MA 02128
Contact: Mr. Brian C. Abel, St. Mgr.
Phone: (617) 569-9880
Fax: (617) 569-9883
Telex: 951349

RAYMOND H. HAMSON
World Trade Center
Commonwealth Pier, Suite 305
Boston Ma 02210
Contact: Mr. Raymond H. Hanson
Phone: (617) 439-5440
Fax: (617) 439-5448
Telex: 940717

REARDON EXPORT
464 Bremen Street
East Boston, MA
Phone: (617) 569-4272

SARATOGA FORWARDING CO., INC.
18 Griffin Way
Chelsea, MA 02150
Contact: Mr. Steve Goodwin
Phone: (617) 889-5500
Fax: (617) 889-5508
Telex: 921844

SCHENKERS INTERNATIONAL FORWARDERS, INC.
440 McClellan Highway
East Boston, MA 02128
Contact: Mr. Graham Robinson
Phone: (617) 569-6070
Fax: (617) 569-6074
Telex: 0951523

SESCO INTERNATIONAL, INC.
60 Walnut Street
Dorchester, MA 02122
Contact: Mr. Bruce Wiksten
PHONE (617) 825-6401
Fax: (617) 825-8593

SEKO AIR-FREIGHT, INC.
161 Prescott Street
Robie Industrial Park
Logan International Airport
East Boston, MA 02128
Contact: Dennis J. Saraiva, Customer Service Manager
Phone: (617) 569-8940
Fax: (617) 561-8470

SHIPPING CORPORATION OF AMERICA
161 Prescott Street
East Boston, MA 02128
Contact: Mr. Jordan Steinberg
Phone: (617) 567-3000
Fax: (617) 567-6422
Telex: 4930204

SOUTHERN PACIFIC AIR FREIGHT, INC.
Ridge Hill Road
Assonet, MA 02702
Contact: Mr. Ed Ferreia
Phone: (508) 644-5223

STONE & DOWNER COMPANY
Logan International Airport
East Boston, MA 02128
Contact: Mr. Paul K. LaRoque
Phone: (617) 569-5829
Fax: (617) 569-3773
Telex: 0940701
Year Established: 1840
Number of Associates: 15

SURF AIR, INC
32 Railroad Avenue
Revere, MA
Phone: (617) 289-5222

T. D. DOWNING & COMPANY
115 Broad Street
Boston Ma 02110
Contact: Mr. Bill Lipplan
Phone: (617) 426-4800
Fax: (617) 423-6481
Telex: 940312

TANDEM TRANSPORT
P.O. Box 1165
Saugus, MA 01906
Contact: Mr. Ernest Ball
Phone: (617) 729-2002

TEAM AIR EXPRESS
161 Prescott Street
Logan International Airport
East Boston, MA 02128
Contact: Mr. Leo Lyons
Phone: (617) 561-1280
Fax: (617) 569-1748
Telex: 62902951
Year Established: 1985

TRANSPORTATION CONCEPTS
Logan International Airport
East Boston, MA 02128
Contact: Mr. Anthony Tombrello
Phone: (617) 567-1151
Fax: (617) 561-1049
Telex: 4932478

VINCENT F. MESSINA
239 Prescott St.
East Boston, MA 02128
Contact: Mr. Vincent Messina
Phone: (617) 567-6378
Fax: (617) 567-2668
Telex: 4974109

W.N. PROCTOR & COMPANY
115 Broad Street
P.O. Box 192
Boston, MA 02101
Contact: Mr. Paul Fitzpatrick
Phone: (617) 556-2900
Fax: (617) 482-7934
Telex: 0940911
Year Established: 1876

WORLD EXPRESS, INC.
55 American Legion Highway
Revere, MA 02151
Contact: Mr. Roger Gomez, President
Phone: (617) 286-4100
Fax: (617) 289-4751
Telex: 940318
Year Established: 1969

WORLDWIDE TRADE
276 Raleigh Tavern Lane
North Andover, MA 01845
Contact: Walter H. Jacobs President
Phone: (508) 688-0468
Fax: (508) 688-1461
Year Established: 1988
Geographic Focus: Europe, Asia
Services: Import/export broker

YELLOW FREIGHT SYSTEM, INC.
151 Rivermoor Street
West Roxbury, MA 02132
Contact: Mr. Kevin Casey
Phone: (617) 327-4330

YUSEN AIR & SEA SERVICE
215 Bremen Street
East Boston, MA 02128
Contact: Mr. Thomas Haggerty
Phone: (617) 567-4282
Fax: (617) 569-1242
Telex: 200091 YUSN UR

ADDITIONAL INFORMATION SERVICES AND RESOURCES

FIRSTMARK
34 Juniper Lane
Newton Centre, MA 02159

Contact:	Ms. Carol A. Brown, V.P. Sales
Phone:	(617) 965-7989
Fax:	(617) 239-8005
Year Established:	1987
Geographic Focus:	Worldwide
Services:	Provides integrated P.C. software to allow access to information reporting and word processing of over 8 million U.S. companies, Canadian and U.S. high technology firms, worldwide medical device manufacturers and distributers

International Business Network, Inc.
One Kendall Square
Cambridge, MA 02139

Contact:	Charles P. Collins, President
Phone:	(617) 494-5226
Fax:	(617) 494-8942
Year Established:	1986
Geographic Focus:	Worldwide
Services:	The network has been developed by Northeast International Business Magazine in conjunction with Global Villages of Cambridge. Network subscribers can gather business information from worldwide business and data services; transact business with or contact via fax, E-mail etc. other network members; query Northeast International Business Magazine writers about articles; utilize on-line translation as well as other network capabilities.

Searchline Associates, Inc.
8 Griggs Terrace
Brookline, MA 02146

Contact:	Ms. Judith Sovner-Ribbler, President
Phone:	(617) 277-2991
Fax:	call
Year Established:	1981
Geographic Focus:	International, national and regional coverage available
Services:	Customized business and technology research service including computerized summary of trade literature; tracks companies, markets, products or industries; research reports are usually available within 48 hours; on-line database information retrieval; telephone research, interviews, surveys; and compilation of government data.

SUGGESTED READING

There are hundreds of books and articles that have been written on every aspect of international trade. Below we have listed four publications that we have found to be very useful for the new exporter.

A Basic Guide to Exporting
United States Department of Commerce,
International Trade Administration.
Superintendent of Documents, U.S. Government Printing
Office Washington D.C.

Comprehensive guide to exporting. Covers all aspects of exporting from initial research to export documentation and shipping of the product.

Exportise, An International Trade Source
Book for Smaller Company Executives.
The Small Business Foundation of America, Inc.
20 Park Plaza, Boston, MA 02116.
(617) 350-5096

Guide to exporting that not only includes basic information on how to export but provides profiles on major U.S. Export Consumer Countries.

High Tech Exporters Sourcebook.
Edited by Land Grant
Land Grant & Co.
50 Court Street, Suite 1203
New York, NY 11201
(718) 596-8800

Comprehensive guide to information sources, organizations, publications, research, products, services, contacts for exporting of high technology products.

Washington's Best Kept Secrets: A U.S. Government Guide to International Business
Edited by William Delphos
John Wiley & Sons, Inc.
New York, NY 10158
(212) 850-6000

Overview of the international assistance programs offered by the Federal Government.

REQUEST FOR ADDITIONAL COPIES

If you would like to obtain additional copies of the 1989 *Massachusetts International Export Services Guide* please send $10.00 per copy (for the cost of the directory plus postage) to:

Massachusetts International Trade Council, Inc.
100 Cambridge Street, Suite 902
Boston, MA 02202
Attn: Massachusetts Export Services Directory

Please send me _____ copies of the 1989 Massachusetts Export Services Directory at a cost of $10.00 per copy.

Enclosed please find a check for the amount of $_____

Send the directories to:

Name of Firm: _____

Address: _____

_____

Attn: _____

Please make checks payable to: Massachusetts International Trade Council Inc.

UPDATE/ADD FORM

If you would like to update information about a firm listed in this directory or add another firm to future listings, please fill out the following form and send to:

Massachusetts International Trade Council, Inc.
100 Cambridge Street, Suite 902
Boston, MA 02202
Phone: (617) 367-1830
Fax: (617) 227-3488

☐ Update information about a firm already listed
☐ Add new firm to future listings

Name of Firm: _____
Address: _____
_____

Telephone: _____
Fax: _____
Telex: _____
Contact and Title: _____
Number of Associates: _____
Year Established: _____
Services Provided: _____

Product Focus: _____
_____

Geographic Focus: _____
_____

If translation company, please list languages: _____
_____

Additional information/comments: _____
_____

_____

Massachusetts
Office of
International
Trade

100 Cambridge Street, Suite 902
Boston, Massachusetts 02202, U.S.A.
Telephone: (617) 367-1830
Telex: 5101012536
Telefax: (617) 227-3488

The Commonwealth of Massachusetts
WILLIAM F. WELD, GOVERNOR

DANIEL S. GREGORY
SECRETARY OF ECONOMIC AFFAIRS

